TRADE AND INDUSTRY

9 September 1971 Volume 4 No 10 10p

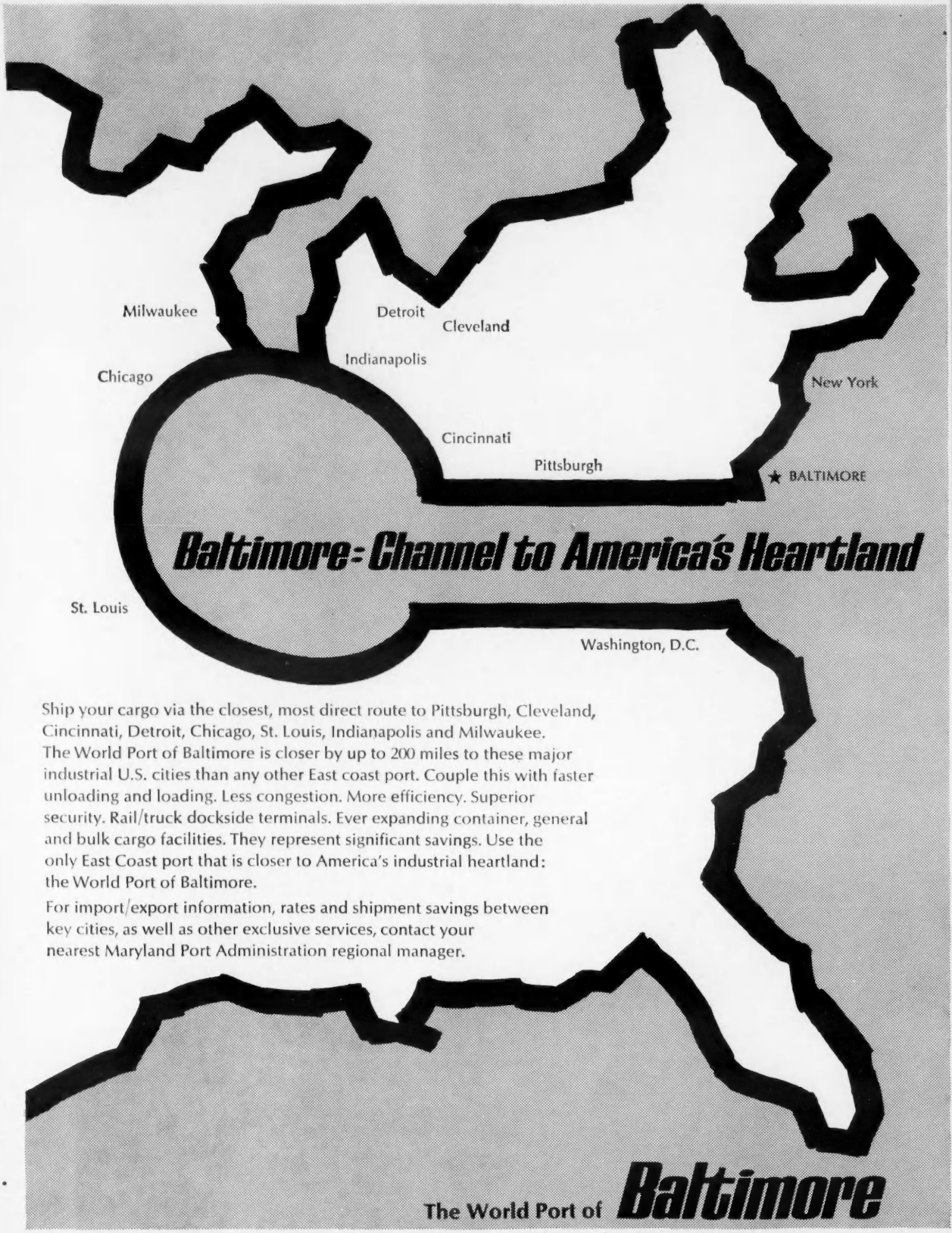
Middle East markets: Kuwait—a backdrop to business

Common commercial policy of the EEC

Textile industry statistics

New BSO statistical inquiries into industries' sales

Good business at Cologne Men's Fashion Week



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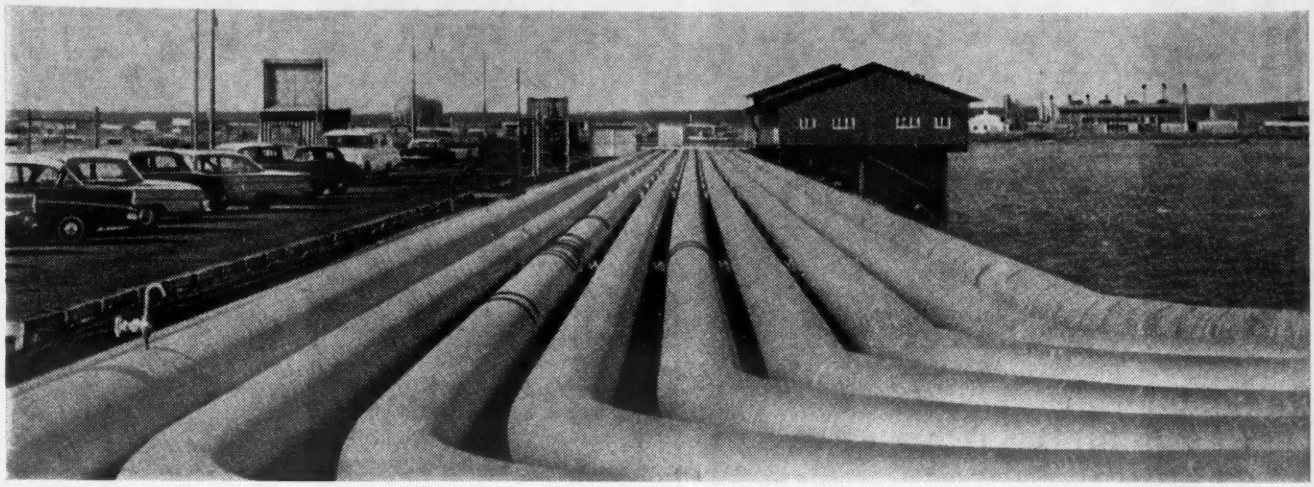
MIDDLE EAST MARKETS—1

Kuwait: a backdrop to business

by C. T. McGurk, OBE, Councillor (Commercial), British Embassy, Kuwait



Oil pipelines at Ahmadi.

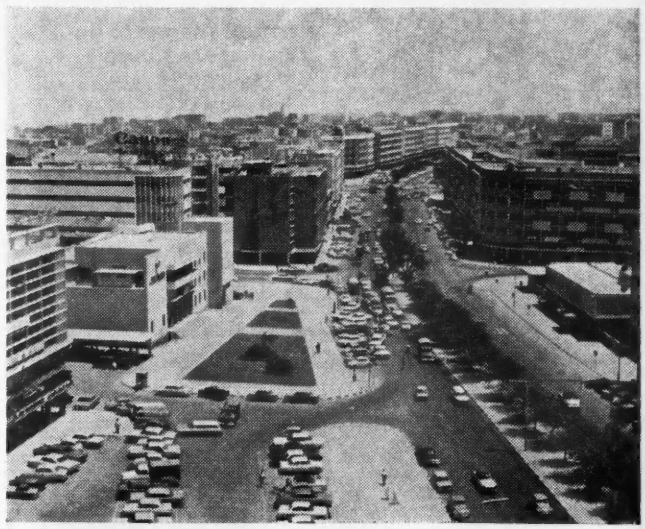
SLIGHTLY more than one year ago an article in the *Board of Trade Journal* offered a few suggestions on which British companies were invited to dwell, before committing themselves irrevocably to the costly task of preparing the complex documentation required for an offer submitted in reply to a call for tenders issued by the Government of Kuwait. At the time limitations of space precluded more than a passing reference to the imposing business opportunities available in other spheres. We shall now try to make up this deficiency by depicting the background against which business transactions in Kuwait take place.

First of all, a word about our exports to Kuwait during 1970 would be apposite. At first sight, it appears that the United Kingdom slipped rather badly by comparison with 1969. In fact, the reverse is the case. In 1969 our exports to Kuwait included some £11 million-worth of aircraft, a non-repeatable item which puts into a different perspective our sales of day-to-day products during this year. Our performance in 1970, a year when we sold no significant unusual items to Kuwait, was therefore not too bad. The OECD figures show that Britain occupied second position to Japan in the table of exporters to Kuwait. Japan, the United States, and the Federal Republic of Germany all lost ground in what was a fairly static year. Among our principal competitors only France, with a couple of costly contracts in her pocket, showed any advancement. The Chinese People's Republic also gained ground.

During 1971 the British export performance has continued to be satisfactory. Current indications suggest that our exports to Kuwait will be on a par with the 1970 figures. This will not be an unreasonable achievement considering that competition from countries with state-controlled economies and cheap labour is increasing. The credit for this will be due at least in part to the additional intensive commercial prospecting carried out as part of the current special trade drive, although the full effects of this trade drive are unlikely to be apparent until 1972 and will depend on the degree of follow-up carried out by our industry.

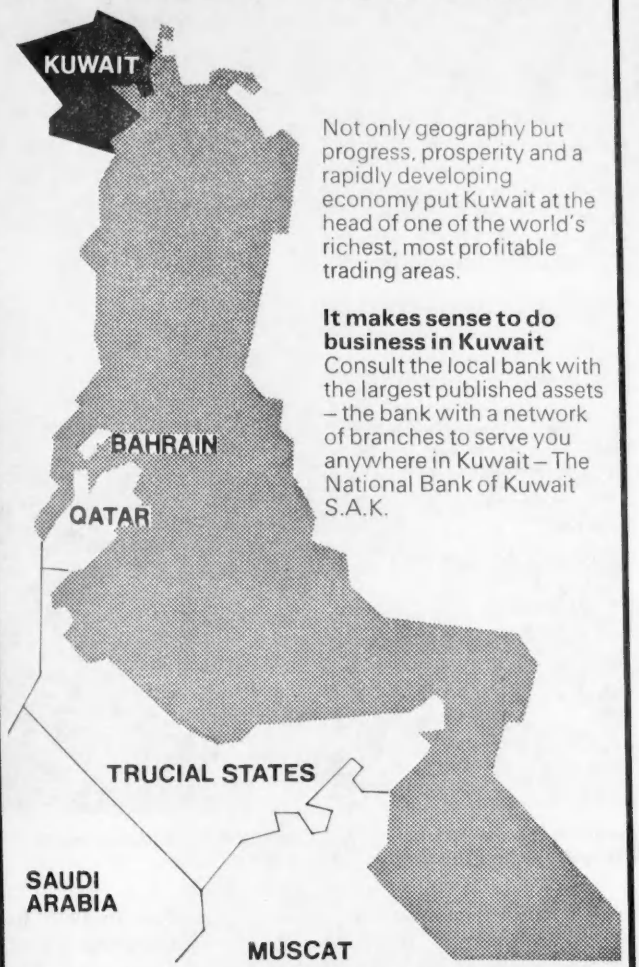
Additional revenues from oil

As a result of the Tehran Agreements, Kuwait's annual revenues from oil have by now probably passed the £500 million mark compared with about £330 million in 1970. By 1975, these revenues should be well over £800 million a year. In terms of Gross National Product per head Kuwait will be at the top of the world table. Clearly, some of this new money will go to meet the higher prices which purchasers of oil will have to charge for their manufactured products. It is also likely that a significant proportion will be used to build up the country's reserves. Nevertheless, it would be reasonable to expect a large proportion of the additional revenues to be injected into the Kuwaiti economy in one of the traditional ways employed by the Government: increased payments for land expropriated for development projects, additional increments for the relatively very large civil service, more social welfare services and perhaps the implementation of some of the larger projects which have been on the stocks for some time. What in fact will happen is still largely a matter for conjecture. The present Government is relatively new; the recently-elected National Assembly may influence governmental policies to a greater degree than its predecessor; and the resuscitated



Fahad as Salem Street, which is expected to feature prominently during the British Shopping Week in October.

KUWAIT -at the head of the Gulf



Not only geography but progress, prosperity and a rapidly developing economy put Kuwait at the head of one of the world's richest, most profitable trading areas.

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Planning Board can be expected to exercise more control over planning in general, and the appointment of consultants in particular, than was the case during the past two years. In any case, a revised Five Year Plan is in the drafting process.

All this does not mean that the volume of imports into Kuwait will increase significantly. The table on the opposite page shows that they have been fairly static for a number of years. If price increases were taken into account, a calculation of import trends would probably show a surprisingly high rate of decline. But the fact remains that Kuwait has to import virtually all its requirements, and in the years ahead there will be more money than ever to pay for them.

Industrialisation in Kuwait

During the past few years one of the great debates in Kuwait has centred around the question of the degree to which local industries should be set up to diversify the economy and provide for the day when the largest proved reserves of oil in the world dry up. The Kuwaitis are very conscious that oil is a wasting asset. Estimates of the period of its likely availability to Kuwait vary between 30 and 60 years, but clearly much depends on whether new sources are discovered and the rate of extraction.

At one end of the scale, it is argued that no local industries which are not based on oil or natural gas should be established, because of the large number of factors which militate against their viability. There are certainly very serious problems: the lack of raw materials, the high cost of labour, particularly skilled labour, the absence of an assured export market, the scarcity of sources of good quality water and harsh climatic conditions are not matters which can be overlooked. Those who are against any industrialisation, whose ranks seem to include most of the powerful merchant community, feel that Kuwait should confine herself to investing her money abroad; the return from these investments, they say, will be adequate to cater for the well-being of Kuwaitis after the oil has been exhausted.

The advocates of industrialisation take a diametrically opposed view. They feel that the social consequences of not providing adequate alternatives to the oil-based and fishing industries are likely to be unacceptable. The country's wealth has allowed the introduction of free education for Kuwaiti nationals up to the university level, with very generous grants available for post-graduate study. The number of Kuwaiti, graduates coming on to the market has been rising each year, and soon will be numbered by the thousand. Some of these can be absorbed by local business concerns, a few can expect admission to the civil service (Kuwait probably has the most generously staffed public services in the world, but these must be near to saturation point where personnel are concerned), while others could replace some of the foreigners who comprise more than half the country's population. But it is probably true to say that more outlets will be needed for the intelligent, educated young Kuwaitis, and an industrial development plan would help to provide these. Some of the problems mentioned in the preceding paragraph are capable of resolution: for example, Iraq now provides duty-free entry for Kuwaiti-manufactured products, increasing the market by some eight million people. In addition, the concept of protecting local industries by higher import tariffs now seems firmly established.

It therefore looks as if industrialisation will continue. The Government of Kuwait is anxious not to depend entirely on oil and, to quote the Planning Board, it is essential 'that the planners devise a strategy for maintaining the economy on the path of sustained growth for the post-oil era'.

This means that British companies should remain alert to

A modern bazaar.

any opportunities which arise for participation in local industrial enterprises. The Government of Kuwait provides financial and economic assistance to local firms wishing to establish new industries and foreign participation in these is officially welcome. Among local potential industrialists, there is a demand for foreign expertise and know-how with, preferably, a willingness to participate in the equity of a local manufacturing concern, not because of a need for funds but rather as a gesture of the potential partner's seriousness.

Sales techniques

In Kuwait, as in other parts of the world, there are few suitable alternatives to visits to the country by a salesman who has been given the authority to negotiate without reference to his head office. It goes without saying that such a salesman should have a thorough knowledge of his product. But his knowledge should not stop there: it should encompass the products of his competitors, many of whom have a price advantage. He should be able to stress with conviction the merits which his own goods possess to the disadvantage of the competitor. In short, he should be a professional; the amateur salesman is unlikely to make much headway in a tough market like Kuwait.

More time should be spent by the British business visitor to Kuwait than is currently spent by the average businessman, particularly if he is seeking an agent. Too many firms do not seem to realise that the selection of an agent is something which should be done with care. In the Arab world, in particular, it is important for principal and agent to get to know each other well. If they can respect, or even go as far as to like each other, so much the better; more than one salesman with a limited technique at his disposal has done well in Kuwait because the warmth of his personality made an impression on his Arab

(*continued on next page*)

KUWAIT IN FIGURES

Land Area:	7,400 square miles
Population:	733,196 (April 1970 census)
Exchange Rate:	£1 = 0.85715 Kuwait Dinars (in approximate terms £7 = KD 6)
Import duties:	4 per cent on most products; 10 per cent or 15 per cent on certain products manufactured in Kuwait
Imports: (source: Kuwait statistics)	1967 £247 million 1968 £255 million 1969 £268 million 1970 £260 million
Imports from UK: (DTI statistics)	1967 £25.1 million 1968 £28.6 million 1969 £40.9 million 1970 £36.5 million
Exports to UK: (DTI statistics)	1967 £73.6 million 1968 £141.5 million 1969 £172.0 million 1970 £165.4 million

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counterpart. Too many of our visitors seem to delude themselves into thinking that they have gifts which enable them to select the right agent without examining a cross section of those available. All too often we have arranged for a visitor to see no more than two or three candidates for an agency when, if he had planned to stay on an extra couple of days, he could have called on 10 or more.

The market is rewarding enough for those companies who take the trouble to approach it properly. Many British business visitors are unduly but perhaps rightly secretive about the orders they secure after a visit of three or four days, but an imposing number depart with a smug expression which augurs well for their company. One individual selling carpets recently took orders for £93,000 in a matter of days. A small mission visiting Kuwait as part of the current trade drive took orders worth £102,000 in three days, mainly for underpants and tights. With few exceptions, the 80-odd companies which participated in the four exhibitions which launched the trade drive were so satisfied that they would like to repeat the venture in 1972 or 1973. An exhibition of building materials will accordingly be held in the early part of 1972, and others might follow. The largest of the trade drive exhibitions, composed of some 30

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Headquarters of the National Industries Company, a Government-controlled concern which will be associated with industrial development in Kuwait during the seventies.

manufacturers of hospital equipment and pharmaceuticals, anticipate that the business they will secure as a result of their five days in Kuwait will exceed £0.5 million during the next year. In the reverse direction, a mission representing 12 Kuwaiti firms, most of which deal exclusively in women's clothing, purchased nearly £200,000 worth of ladies' wear during a five-day visit to London, partly to be well prepared for the stimulus to demand which will be created by the fashion shows during the British Shopping Week which starts on October 10. So successful was this first inward mission from Kuwait that trade associations in the United Kingdom should seriously consider the profitability of this form of enterprise.

Enough has been said to indicate that Kuwait is a market worth exploring. In 1970, more than 1,400 business-generating calls by the Embassy's six Commercial Officers resulted in 341 inquiries for British products being relayed to the Department of Trade and Industry's Export Intelligence Service. During the first half of 1971 the tempo of calls increased, due to the reinforcements received for the trade drive, and these have resulted in 541 business inquiries being relayed to London in the period. This is a clear indication that the demand for British products is here. It is distressing to have to record that an analysis carried out during the first quarter of 1971 showed that no more than one-third of these inquiries received any response from British industry. We should do much better.

A list of capital projects in Kuwait may be obtained from the Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel: 01-248 5757, ext. 577).

Mr. Grant to open British Shopping Week in Kuwait

MR. ANTHONY GRANT, Parliamentary Under Secretary of State for Trade, will open the British Shopping Week in Kuwait which is to be held from October 10-18 as the climax of the British Trade Drive. Subsequently he will visit some of the stores participating in the promotion, attend a gala show of British fashion, and open an exhibition of British jewellery. Mr. Grant is to call on the Kuwait Minister of Commerce and Industry, His Excellency Mr. Khaled Al-Adsani, and on the President of the Kuwait Chamber of Commerce, His Excellency Mr Abdul Aziz Al-Sager.

The British Trade Drive in Kuwait has been jointly sponsored by the Department of Trade and Industry and the British National Export Council Committee for Middle East Trade. Lord Denman, the Chairman, and other members of the BNEC Committee for Middle East Trade, will also be present at functions during the week.

Drug exports and the EIS

WHETHER you wish to sell veterinary medicines to greyhound breeders in Australia or synthetic antibiotics to Japan, the Department of Trade and Industry can provide you with the names, addresses and details of contacts. These two examples are typical of over 190 items of export information concerning pharmaceuticals which have passed through DTI's computerised Export Intelligence Service (EIS) in the past three months.

The pharmaceutical industry in Britain can be truly described as having an international outlook. Last year a record export figure of £140 million was an increase of 18 per cent over the previous record figure of 1969. DTI supports this rising demand for British-made pharmaceutical products and materials by feeding an ever-increasing number of items of export information through the EIS to British companies. A worldwide network of Foreign and Commonwealth Office posts sends in to the EIS items of export intelligence covering all aspects of British industry. These items are coded and fed through a computer where they are matched to subscriber requirements so that all subscriber companies receive within 48 hours of receipt in the DTI only those items of information which specifically interest them.

Calls for tender

This speed in disseminating information is of paramount importance when dealing with calls for tender. A substantial part of pharmaceutical business is transacted with overseas Ministries of Health and other Government or State purchasing authorities when their requirements, often involving considerable quantities of drugs and materials, are put out to public tender. Large numbers of these tenders are published in the EIS and in all possible cases the full tender documents are also available for perusal or purchase.

Recent examples of requirements notified by the overseas posts include one million doses of polio virus vaccine required by the Office of Supply, Seoul; various items of antibiotics for the Central Trust of China, Taiwan; 186 varied items for Pharmacie Centrale de Tunisie; eye drops and eye ointment for Director of Health Services, Colombo; intravenous solutions for Central Supply and Tender Board, Lusaka.

New hospitals, health centres and similar development in all parts of the world are also reported through the EIS, as market pointers. They help British firms to judge where expansion of health services is taking place so that they can tailor their export activities accordingly. For example, details of new hospital developments recently received by the EIS have included projects at Galt (Ontario), Malta, New Hebrides, Timaru (New Zealand) and Burgos (Spain).

For full details of how the Export Intelligence Service can help you to boost your pharmaceutical exports contact the nearest DTI Regional Office or DTI's offices in Scotland and Wales: or Export Data Branch at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel.: 01-248 5757; Telex: 886143 DTI Export LDN).

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Vital need for businessmen to prepare for 'new commercial environment' of EEC

—Sir John Eden

THE vital need for British businessmen to understand the implications of Common Market membership and to prepare themselves for the new commercial environment which will follow, was stressed by Sir John Eden, Minister for Industry, when he addressed the British Furniture Manufacturers Export Seminar in London on September 2.

Sir John added 'If British industry is to approach the EEC with a sense of expectation, determined to make the most of the new opportunities presented, to invest in new production facilities, to gear itself up to take advantage of new export markets and to meet increased competition in the domestic markets, it must be convinced that this great step in our history will be one that has been carefully thought out and one that is to be fully controlled.

'The fundamental changes in our situation as a trading nation which membership undoubtedly involves must not come upon us suddenly in the night, with all the uncertainty and disruption which that would entail. There must be a period during which the changes are gradually phased in over a period of years. At the same time, any strain on our balance of payments as a result of our contribution to the Community budget must not be so great as to undermine the strength of our industry at its source—in the domestic market—thereby eroding our full production potential. And finally our costs must not rise so fast as to destroy our competitive position.

'So the arrangements made for our first few years of membership are of critical importance.

'It is often said even by those who think that entry will be good for us in the long run that in the early stages we shall experience considerable difficulties. But this need not be so. It is certainly not a foregone conclusion. In fact the Government do not take anything like such a gloomy view. There is no doubt that the terms negotiated will allow us to take these changes in our stride.

Common External Tariff

'In the field of tariffs, a $4\frac{1}{2}$-year transitional period has been agreed before tariffs between ourselves and other members of the Community disappear completely and before we apply the Common External Tariff in full. Some of our businessmen—and you may well be among them—may feel that this is too long a period, because it does not allow them to get at the lucrative markets of the Community quickly enough on equal terms. But in fact by the end of three years after our entry industrial tariffs would have been cut by 80 per cent. There will virtually be free trade in industrial products in the enlarged Community in three years. These tariff changes will inevitably affect the pattern of trade. But change is something we must accept and, in the context of Community opportunities, it is positively to be welcomed.

'As we look back to consider the cause of our troubles in recent years we may well feel that an unwillingness to accept it readily enough has been one of the principal reasons for our indifferent economic performance. It must be manageable change: sharp changes cause unnecessary hardship. Four and a half years is a reasonable period for us to cope with the tariff changes which entry into the EEC will mean for us.'

Common Agricultural Policy

On the Common Agricultural Policy, Sir John said 'the one firm assumption which many British people have made about the Common Market is that it will mean a rise in food prices. This of course is highly relevant to the competitive position of our exporting industries, since it could affect the price of labour. It is true that the price of some foods will rise as we align ourselves with Community prices. Some: but by no means all. Our horticulturalists, for instance, are concerned lest they be undercut by lower EEC prices. And recent moves in world food prices have narrowed the gap between our own and Community prices, so that this particular spectre has already become less fearsome. But here again there will be ample time in which to adapt ourselves and in which to increase real earnings and meet the new situation, since our alignment with Community prices will take place gradually over a period of five years. And over that time we shall be in a strongly competitive position, with the prospect of gaining still further advantage from the low distribution and retailing costs which we can expect from our own greater efficiency.

'For our contributions to the Community's finances we have an even longer period—seven years before operating the full system. On the present pattern of Community spending—and this may well change—we should pay more into the budget than we should get from it. This has long been recognised and it has been fully taken into account in all the calculations that have been made. This is where the dynamic impact features so strongly. The gains from entry in terms of a higher economic growth-rate will far outstrip our net contribution to Community finances. But of course we must avoid—as indeed we have done—having to make too high a contribution in the transitional period. If the extra money to pay for our contribution is to come, as we not only hope but as we firmly believe will be the case, from faster growth led by higher exports, this process must be given time to work through. And this is precisely what the seven-year phasing-in period is designed to achieve.'

Sir John went on to say that 'through the terms which had been negotiated—as good as any could ever have dared to hope for'—we were assured the opportunity to take full advantage of the benefit that membership could bring. The Government quite rightly, he added, had steadfastly refused to attempt to quantify these.

'What we can do is to examine carefully the relative importance of the trade preferences we shall gain, those we shall retain and those we shall lose and thereby make a judgment on a sound basis.'

Largest single market

Sir John said 'the EEC has now become the largest single market for our exports, overtaking the Commonwealth in 1970. And joining the enlarged Community will mean gaining new preferences or retaining old ones—even if shared with the rest of the Community—in markets which accounted for 52 per cent of our exports in 1970: they include the EEC itself, EFTA, the Irish Republic, the Mediterranean countries, which have preferential agreements with the EEC, such as Spain, Greece and Turkey, the present Associates and dependencies of the Community, and the developing Commonwealth countries which have been offered association.

'This calculation depends on two particular assumptions, both of which we regard as highly realistic. The first is that the developing Commonwealth countries concerned will accept the offer of association. The second is that arrangements will be made with the EFTA countries which have not applied for full membership of the EEC which will preserve the existing degree of free trade established in EFTA. All parties concerned have said they consider this a desirable aim, and although the Six have not yet taken up a formal position they are evidently thinking in terms of a series of free trade agreements covering industrial goods.'

Furniture industry's opportunities

Turning to the furniture industry Sir John said 'entry would not only give us access on equal terms to an additional market of 59 million households, but to 59 million households which seem to replace their furniture more frequently than we do in Britain.

'Of course nothing will be easy: it is clear that with such well established home industries on the Continent, good design, a competitive price and prompt delivery are absolute essentials. There could perhaps be increased opportunities for knock-down furniture and that could be one way of overcoming the obstacle

of high freight charges. But the industry's present export performance indicates that it can view the future with confidence, and I feel sure that British industry as a whole will respond in a positive way to the stimulus of entry.'

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers involving the following companies:

Normalair-Garrett Ltd. and Teddington Aircraft Controls Ltd.
First National Finance Corporation Ltd. and Spey Finance Ltd.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments.

Mr. C. A. F. Beaumont to be reappointed as a member and Sir Harry Melville, Mr. P. Briggs and Mr. E. Sharp to be reappointed as part-time members of the London Electricity Board.

Major A. S. D. Graesser to be reappointed as a part-time member of the Merseyside and North Wales Electricity Board.

Mr. C. J. George to be reappointed as a member and Mr. J. D. Younie to be reappointed as a part-time member of the North Western Electricity Board.

Commander P. H. B. Taylor of Diss, Councillor H. G. McKenna of Norwich, Councillor A. R. Scarlett of Bury St. Edmunds and Councillor G. Hyams of North Harrow to be members of the Eastern Electricity Consultative Council.

Mr. T. B. Boothman to be chairman of the North Western Electricity Consultative Council.

Councillor S. Mellors of Heanor to be a member of the East Midlands Gas Consultative Council.

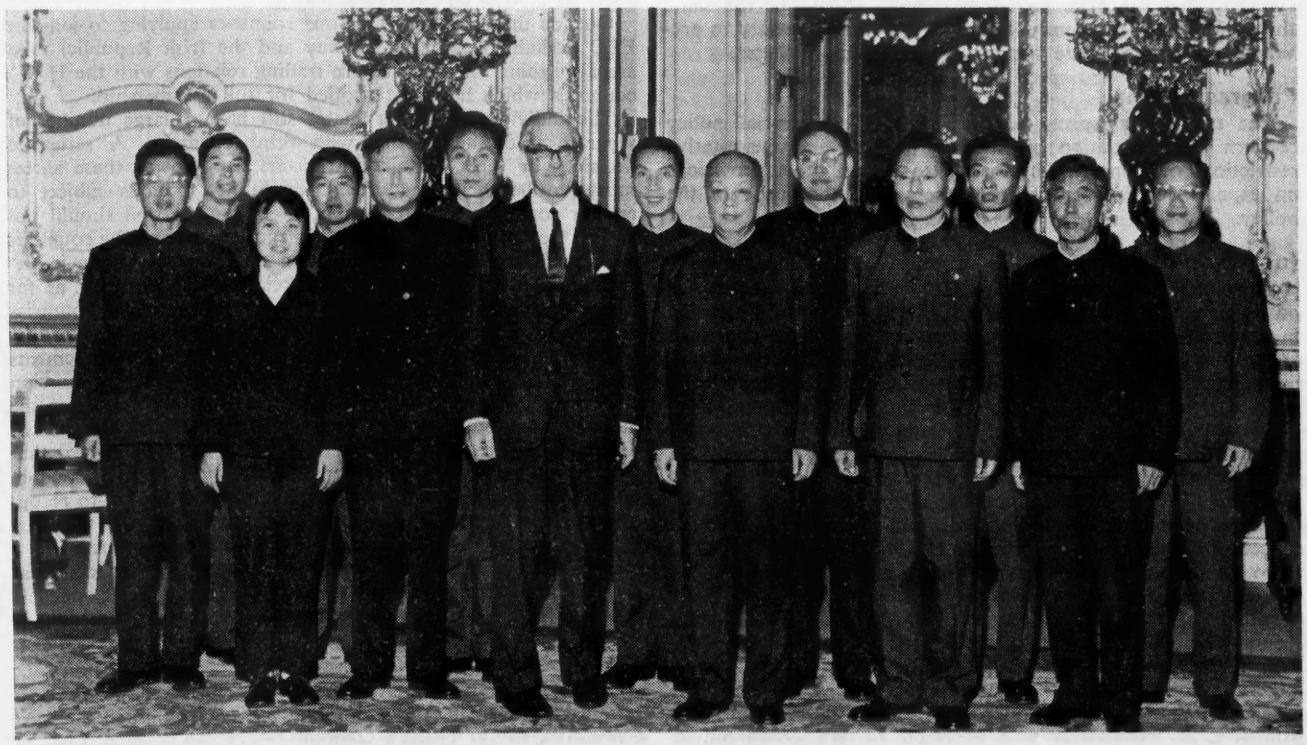
Industrial Development Act 1966—Investment and Building Grants Act 1971

THE transitional arrangements for the ending of the investment grants scheme, which were announced in the White Paper on Investment Incentives, published in October last year (Command 4516), have now been implemented in the Investment and Building Grants Act 1971. Section 1 of this Act in general precludes the making of investment grant in respect of expenditure incurred on or after October 27, 1970 unless such expenditure consists of a sum or sums falling due under a contract made before that date.

Firms will be aware that certain assets which have qualified for investment grant under the Industrial Development Act 1966 as 'plant and machinery' may also qualify as 'building' for building grant purposes and it has been open to them to choose which grant to apply for in respect of these 'overlap' items. Following the introduction of the 1971 Act, firms may find that expenditure on assets of this kind will no longer qualify for investment grant as applied for because it was not incurred under a valid contract made before October 27, 1970. In these cases the Department of Trade and Industry will be prepared to consider inclusion of the relevant expenditure in a current building grant application, subject to the acceptance of its cost as part of the expenditure incurred in providing the building.

Similarly, where firms have received investment grant on part only of the cost of an asset but will be unable to claim grant on the balance as a result of the introduction of the Investment and Building Grants Act 1971, the Department would be prepared to accept repayment of that investment grant to permit the whole of the expenditure involved to be submitted as part of a building grant application.

Firms who wish to take advantage of this facility should consult the Investment Grant Office concerned, copying their letter of application to the Department of Trade and Industry (RID 4b) at Sanctuary Buildings, 20 Great Smith Street, London, SW1P 3DB.



Mr. Frederick Corfield, Minister for Aerospace, was host at a reception given recently in honour of a telecommunications delegation from the People's Republic of China, who visited this country as the guests of HM Government. In this picture Mr. Corfield is shown with Mr. Chung Fu-Hsiang, Director of General Administration of Telecommunications, and the complete delegation.

Common commercial policy of the EEC

Commercial policy is concerned with all aspects of the Community's trading relations with non-Member States. Clearly this is a very wide field, covering the Common External Tariff (CET), the Common Agricultural Policy (CAP) insofar as it concerns imports and exports, trading arrangements with non-member countries and negotiations in international organisations, and the whole range of measures which govern the Community's trade with third countries. This article describes the main elements of commercial policy as it has developed in the present Community and sets out some of the implications it will have for Britain if we join.

Treaty provisions

ARTICLE 3 of the Treaty of Rome lays down the means by which the Community hopes to achieve its aims of economic expansion and close relations between Member States; the second of these means is 'the establishment of a common customs tariff and a common commercial policy towards third countries'. The detailed provisions on commercial policy are contained in Articles 110-116. The basic text is in Article 113:

> 'the common commercial policy shall be based on uniformly established principles, particularly in regard to tariff amendments to the conclusion of tariff and trade agreements, to the establishing of uniform practice as regards measures of liberalisation, to export policy and to commercial protective measures including measures to be taken in cases of dumping or subsidies'.

The logical conclusion of a commercial policy formulated on this basis is that all goods imported into the Community should be treated in precisely the same way wherever they enter and similarly that the rules governing exports should be the same throughout the Community. Such a situation is necessary to prevent distortions of trade arising between Member States.

Progress so far

The two main aspects of the common commercial policy concern the negotiation of trade agreements and quantitative restrictions on imports. There are also certain other provisions on exports and imports which come within the scope of the policy.

(a) Trade negotiations

The Common External Tariff (CET) came fully into operation on July 1, 1968, 18 months ahead of schedule. Any alteration in the tariff is decided by the Community as a whole and must apply throughout the Community. Besides the CET, the Common Agricultural Policy (CAP) requires levies on imports of many agricultural products to be determined by the Commission. The existence of this single set of trade barriers in relation to the outside world clearly requires the Community to act as a unit in conducting major trade negotiations. It is not surprising therefore that combined Community action in the international organisations concerned with trade is one of the best developed aspects of the common commercial policy. Within GATT, although the Member States are represented individually, the Community has negotiated as a unit in the last two major trade negotiations, the Dillon Round (1960-62) and the Kennedy Round (1963-67). This has given it greater bargaining power than if the Member States had negotiated as individuals. In day-to-day trade and tariff negotiations in the GATT, the Commission speaks for the Six under a mandate from the Council of Ministers. A particularly notable result of this co-ordination has been the Community's contribution to the food aid programme. Similarly the Community spoke as one body in the negotiations in UNCTAD leading to the development of the Generalised Preferences Scheme (see *Trade and Industry*, March 24, 1971).

Furthermore, the Community as a unit now has a number of trade agreements with third countries. In particular, it has preferential agreements with seven Mediterranean countries—Greece, Turkey, Morocco, Tunisia, Spain, Israel and Malta. Of these, both the Greek and Turkish agreements are aimed at eventual customs union and possibly at full membership, while the Moroccan and Tunisian agreements were negotiated in the context of the EEC's declared intention to work towards association agreements for independent franc area countries. Each of the seven agreements provides for the reduction by both contracting parties of barriers to trade over specified ranges of goods and to differing extents.

In addition, the Yaounde Convention with 18 African States which had traditional ties with one or other of the Member States, gives free access to the Community for exports from these States, other than those goods covered by the CAP (though some of these goods get preferential treatment) and grants the countries substantial financial aid from the EEC. In return the African countries likewise grant the Six free access, subject to the right to impose duties or import restrictions, to meet their budgetary or development needs. Under the Arusha agreement, three Commonwealth countries, Kenya, Uganda and Tanzania have an association agreement with the EEC. The three African countries' exports to the EEC, receive the same treatment as that accorded to the Yaounde associated states with a few exceptions. In return the East African countries admit imports from the EEC free of quantitative restrictions, other than those imposed to meet their budgetary or development needs, and give duty preferences on some 60 products.

Outside the talks with the four countries applying to join the EEC (Britain, Denmark, Norway and the Irish Republic) talks are also going on about future trading relations with the EFTA countries which have not applied for full membership.

The individual Member States still have a large number of separate trade agreements with third countries. A series of decisions by the Council of Ministers has allowed these agreements to be tacitly continued for limited periods subject to certain conditions. In particular, their continuation should not hinder the opening of Community negotiations with the countries concerned, and they should contain no obstacles to the implementation of the common commercial policy. However, as far as the negotiation of new trade agreements with third countries is concerned, the Treaty provides that since the end of the transitional period, ie since January 1, 1970, such agreements must be concluded on a Community basis. The Commission conducts negotiations on behalf of the Community, under the authority and within the close supervision of the Council of Ministers. An exception to this provision was agreed, viz. that for some time to come Member States may continue to conduct bilateral negotiations with third countries which refuse to recognise the Community. This applies to the USSR and the East European countries. Such negotiations must be conducted in a clearly defined framework, however, involving prior consultation with the Commission, and the authority of the Council is required for negotiations to take place.

(b) Import Regulations

In the field of quantitative restrictions, harmonisation is less advanced, although the Community has established a legal framework within which a common policy can develop. Lists of goods have been drawn up on which Member States may not impose quantitative restrictions on imports from outside the Community. There is a separate list for imports from most of

BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry:*

Britain's application for EEC membership: progress of the negotiations: May 5.
The Treaty of Rome: an outline of its principal provisions: May 19.
The European Coal, Steel and Atomic Energy Communities: June 2.
The scope and form of Community Law: June 16.
Industrial policy and the Community: June 30.
The EEC and the free movement of labour: August 12.
Common Market transport policy. August 19.
Information and advice on the EEC available from the Department of Trade and Industry: September 2.

the State trading countries. The lists contain those items which have already been liberalised by all Member States in their own trade arrangements. In principle, quantitative restrictions may only be reimposed by the Community as a whole and so far this has never been done, but there is also provision that until the end of 1972 individual Member States may temporarily restrict imports on a national basis in an emergency, subject to a procedure for consultation within the Community. There is no common restriction list so far and therefore no mandatory requirement to restrict imports. What the common policy involves is a 'binding' of the levels of liberalisation reached in common. There is express provision for the lists to be expanded and indeed this has already been done on several occasions.

Besides the liberalisation lists, Community regulations also lay down procedures for the supervision of imports of sensitive products, and for the application of safeguard measures, which may consist in withdrawing the relevant liberalisation. Such measures can only be taken in certain well-defined situations where imports are causing or threatening to cause serious damage to Community producers, and they must be in accordance with the Community's international obligations, particularly under the GATT. Finally, there are procedures for the administration of Community import (and export) quotas. These apply to the Community's tariff quotas (ie quotas for imports at rates below the CET) and will apply to quotas in the sense of quantitative restrictions whenever they are negotiated. They provide for the Council of Ministers to decide the sharing of the quotas between Member States and then for co-operation between national and Community authorities. The Commission has made proposals for the standardisation of procedures for dealing with imports which are not on the liberalisation lists by making use of the legal framework which now exists, but no further progress has been made so far. Article 115 of the Treaty lays down a safeguard procedure which can be used to deal with the possibility of imports coming in through one country which does not have quantitative restrictions into the market of another which does.

In the sensitive area of cotton textiles, the Community acts as a unit to a limited extent. Most cotton textiles are excluded from the liberalisation lists, but there are no Community import quotas as such. However, the Community has negotiated agreements with certain exporting countries under the GATT Long Term Arrangement on Cotton Textiles to secure restraint at the source of supply. Under these the exporting countries agree to limit their exports to individual EEC countries to fixed quantities. In addition some Member States maintain bilateral restrictions on cotton textiles from other countries.

(c) Other aspects

The Community has a regulation governing *anti-dumping* procedures, which is fully in line with the relevant provisions of the GATT and with the Anti-dumping Code agreed in the course of the Kennedy Round negotiations. Generally speaking, because the Community now represents a unified market, material injury to Community industry as a whole must be proved before the procedures can be invoked, but it is possible for an industry in a particular part of the Community, if it is genuinely isolated from the rest, to be treated separately.

Two measures concerning exports should be mentioned. Firstly there are Community rules governing *restrictions on exports* in parallel with those on imports. The basic rule is that there must be no restrictions, but in certain specific circumstances—particularly in the event of a shortage of essential products—there is provision for the introduction of export quotas and other protective measures either by the Community as a whole or, in cases of urgency, by national governments. Such measures must be in accordance with the Community's international obligations. Existing national export restrictions will not lapse, however, until specific Council decisions are taken in respect of each particular sector concerned, and Member States may also introduce new restrictions on certain other ground unconnected with shortages, eg public safety, the protection of national treasures. Secondly, there is a common policy on export credit insurance which aims at harmonising the terms on which certain types of export credit guarantees are accorded.

What it means for the UK

If the UK joins the Community, we shall of course apply the common commercial policy insofar as it has developed and subject to the changes which will be necessary to take account of our accession. In the negotiations we made it clear that we accepted the CET and the CAP, subject to certain exceptions (eg the special arrangements for sugar, for New Zealand dairy produce and for some industrial raw materials). In the field of trade negotiations, we shall co-ordinate our policies in international organisations with those of our fellow Member States. Such co-ordination will mean that we shall share in the considerable bargaining power of a large trading bloc, a power which has already proved itself in the Kennedy Round of GATT negotiations. This strong position will help us to secure liberal treatment for our exports to the rest of the world. The same considerations apply to any new trade agreements which the enlarged Community may negotiate with individual third countries. We shall also accede to the Community's existing agreements described in paragraph 5 above in due course to the agreements which succeed the present Yaounde and Arusha Conventions.

In addition to acquiring new links, however, it is likely that we shall keep many of our existing ones. The preferential treatment which we give Commonwealth countries will be phased out over the transitional period, but the Community has offered association to certain Commonwealth developing countries and declared its readiness to examine with others any trade problems which the enlargement of the Community may cause them with a view to finding appropriate solutions. Further, as noted above, it is holding talks with the non-candidate EFTA countries. There, although negotiations proper have not yet begun, the Community is thinking in terms of a series of free trade agreements covering industrial products, and all parties concerned have said they wish to see preserved the degree of free trade which has already been achieved in EFTA.

There is little difficulty for the UK in accepting the other common measures which are in operation. Regarding anti-dumping, action against Member States of the enlarged Community will be subject to the authorisation of the Commission during the transitional period but we shall retain the freedom to take independent action against third countries. After the transitional period. no question will arise of dumping between Member States, and any action against third countries would be taken under the regulation referred to above.

Transitional periods have also been negotiated for the removal of our restrictions on certain goods which are included in the EEC liberalisation lists. The question of textiles remains to be discussed: the Long Term Arrangement comes up for review in 1973 and the enlarged Community will have to consider what its approach should be. On export credit guarantees we shall bring our policy into line with the Community rules and this will involve some changes in our present practice.

Looking to the future, it is clear that a common commercial policy will continue to develop in a Community which aims to establish a single set of trade barriers towards the outside world and to become a unified and fully integrated market. At present, it will be seen, the policy is incomplete: some aspects are fully

COMMON COMMERCIAL POLICY OF THE EEC

continued

fashioned and have been working for some time, while in other areas much progress remains to be made before the actions of Member States can be fully co-ordinated. In these areas, and indeed in the continuing evolution of commercial policy as a whole, the UK would be able to play its full part in an enlarged Community. Relations with the United States and with Japan for instance will clearly be fundamental to the course of world trade in the coming years. The Community has already, even during the formative years, showed its readiness to be outward-looking; for example it played a highly positive role during the Kennedy Round negotiations, and has introduced its offer under the UNCTAD scheme of preferences. The growth of its trade generally, especially with developing countries, holds out the promise of a continuing contribution to international trade co-operation. There appears to be no reason why the UK should not fit easily into such an environment.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Ebor Securities Ltd., 4 Great St Helens, London EC3.
EIC Eurosecurities Ltd., 119 Moorgate, London EC2.
New Japan Securities Co. Ltd., Swan House, 34/35 Queen Street, London EC4.
Roynton Ltd., 2 Angel Court, Throgmorton Street, London EC2.
S & P Services Ltd., 4 Great St. Helens, London EC3.
Scotbits Securities Ltd., Erskine House, 68/70 Queen Street, Edinburgh, EH2 4NX.

Exempted dealers

Deletion

Hume Holdings Ltd., 15 St. Swithins Lane, London EC4 N8AH.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and address of management company	Name of scheme	Name and address of trustee
Pearl Montagu Trust Managers Ltd., 114 Old Broad Street, London, E.C.2	P & M Growth Fund	Midland Bank Executor and Trustee Company Ltd., 27-32 Poultry, London, E.C.2
Pearl Montagu Trust Managers Ltd., 114 Old Broad Street, London, E.C.2	P & M Income Fund	Midland Bank Executor and Trustee Company Ltd., 27-32 Poultry, London, E.C.2
Canada Life Unit Trust Managers Ltd., 6 Charles II Street, St. James's Square, London, S.W.1	Canlife Unit Trust	Midland Bank Executor and Trustee Company Ltd., 27-32 Poultry, London, E.C.2
Jascot Securities Ltd., 21 Young Street, Edinburgh, EH2 4HU	Jascot Compound Fund	The Royal Bank of Scotland Ltd., P.O. Box 31, 42 St. Andrew Square, Edinburgh, EH2 2YE

Changes

The name of Cross Channel Units has been changed to Save and Prosper European Growth Fund.

Computer control of machine tools

THE Birniehill Institute, National Engineering Laboratory, has organised a one-day Symposium on Computer Control of Machine Tools, to be held at the Institution of Mechanical Engineers, 1 Birdcage Walk, London, on September 21.

The Symposium will attempt to collate the technical requirements of the machine tool manufacturer and also the user, with the object of providing a consolidated status report and broad specification requirement for the future development of Computer Numerical Control (CNC) of Machine Tools.

Further details can be obtained from The Symposium Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow. (Tel: East Kilbride 20222, Ext. 570)

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 23.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	Sodium 4-hydroxynaphthalene-1-sulphonate	Neville & Winthers acid sodium salt (1-naphthal-4-sulphonic acid sodium salt)	December 31, 1971	13682
29.16	4-Bromo-3,5-dihydroxybenzoic acid	3.5-dihydroxy-4-brombenzoic acid	December 31, 1971	13680
	Methyl 3,5-dihydroxybenzoate	Alpha resorcylic acid methyl ester	December 31, 1971	13677
29.22	2,4-Diaminotoluene	Meta toluylene diamine	December 31, 1971	13681
29.23	*N*-Ethyl-*N*-2-hydroxyethylaniline	N-ethyl-N2-hydroxyethyl aniline redistilled	December 31, 1971	13676
29.25	4-Bromo-3,5-dihydroxy-*N*-methylbenzamide	4-Bromo-3-5-dihydroxy benzoic methylamide	December 31, 1971	13678
	2,4-Dihydroxybenzamide	Beta resorcylic acid amide	December 31, 1971	13675
	3,5-Dihydroxy-*N*-(2-hydroxyethyl)benzamide	Alpha resorcyclic acid ethanolamide	December 31, 1971	13684
	3-Hydroxy-*NN*-di-(2-hydroxyethyl)-2-naphthamide	2-hydroxy naphthoic acid diethanolamide	December 31, 1971	13679

The Import Duties (Temporary Exemptions) (No. 6) Order 1971

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 6) Order 1971. (S.I. 1971 No 1388)

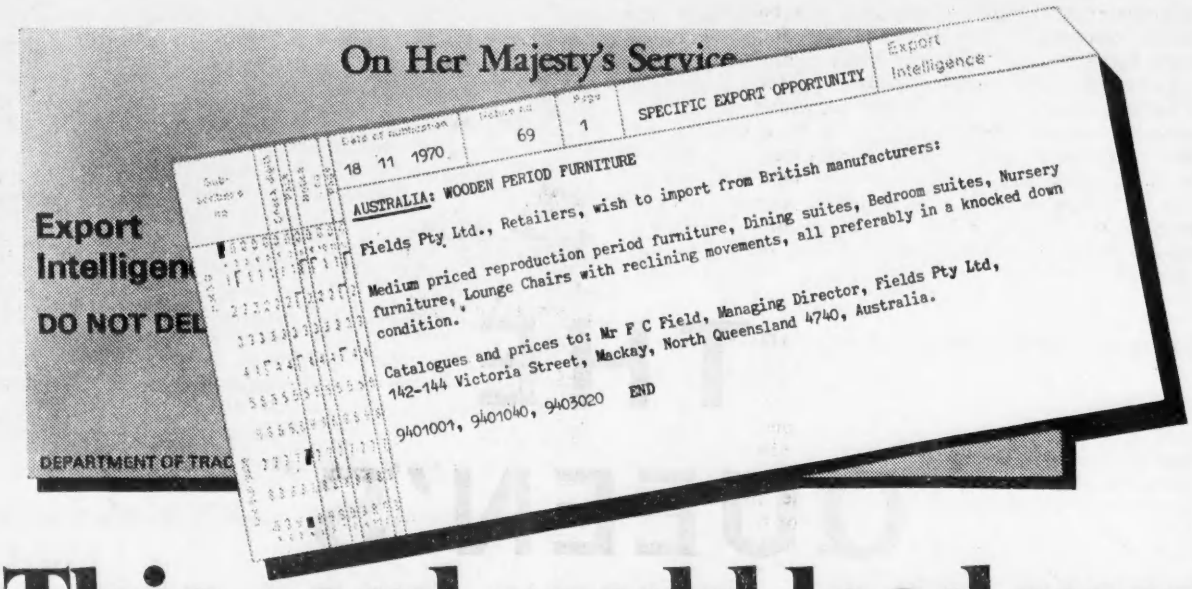
This order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both up to and including December 31, 1971, except for items for which an earlier day is specified.

The order came into operation on September 2, 1971, and has been published as Statutory Instrument 1971, No. 1388.

Copies of the order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 5p) or by post from HMSO, PO Box 569, London SE1 (price 7½p).

THE QUEEN'S AWARD TO INDUSTRY 1972

Applications should be submitted as soon as possible before the closing date, 31st October 1971. Official forms and an explanatory booklet are available from: The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 2277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New Dunlop project for Wrexham

THE Department of Trade and Industry are building a new factory of 100,000 sq. ft. on their Wrexham Industrial Estate for the Rubber Plastics Division of Dunlop Ltd.

The new factory will provide increased production facilities and enable the Division to concentrate the existing sales, production and research operations, at present carried on at Leicester and Wallsend-on-Tyne, at one strategically located site. The new plant which is being erected on a site which will provide for adequate future expansion, is expected to be ready for occupation by the middle of 1972, and when fully operational will ultimately offer employment to about 400, most of whom will be men.

Extension to Cumberland advance factory

THE English Industrial Estates Corporation are to construct a 12,000 sq. ft. extension to the factory occupied by Cleator Fasteners Ltd., on the Cleator Moor Estate, Cumberland.

Cleator Fasteners Ltd., a subsidiary of Lightning Fasteners Ltd., of Birmingham, took occupation of the 10,000 sq. ft. advance factory at Cleator Moor in May 1968 for the production of zip fasteners. This is the second extension to be built and once in full production the company should be employing a total of 330 people.

'Design for Production 1971'

THE second annual conference on 'Design for Production' will be held at the Birniehill Institute, East Kilbride from September 29 to October 1. The conference, originally scheduled for March, was postponed due to the postal strike.

'Design for Production 71' will deal with a number of ways in which design and production are related. There will be four main sessions, the Design Specification—future products; value engineering; Quality Assurance; Processes and Materials—investment castings; metal powder technology; light alloy casting; plastics; electrochemical machining; electron beam welding; Design—DO automation; computer-aided design; design methodology.

The conference is intended to provide a forum to enable designers and production engineers to exchange views and ideas and discuss the latest techniques. It will review the current state-of-the-art and describe the latest methods and techniques available.

The conference will be supported by a small exhibition.

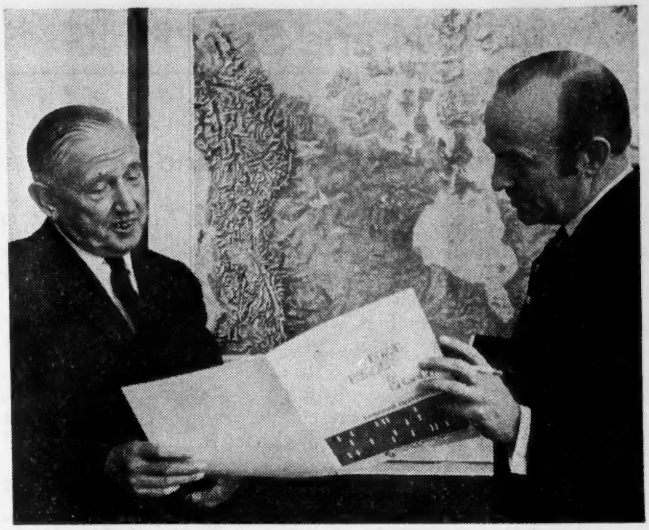
Further details can be obtained from: The Conference Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow. Tel: East Kilbride 20222, Ext. 570.

Pilot retail agency scheme in the Design Centre

BETWEEN September 6 and October 30 visitors to The Design Centre will, for the first time, be able to order on the spot a variety of household goods and furniture for delivery to their homes. The reactions of visitors will decide whether this experimental service will become a permanent feature of The Design Centre in the future.

This pilot retail agency scheme will be limited to products included in a special display. Three retailers, Habitat Designs Ltd., Heal and Son Ltd. and Times Furnishing, have accepted the Council of Industrial Design's invitation to participate in this experiment and have agreed to supply and deliver the products ordered at The Design Centre direct to customers. If successful, the service may be extended later to all retailers willing to co-operate and to cover a wide range of the products on display in The Design Centre.

The retail agency scheme will not affect the rigorous selection procedures which products have to undergo before being accepted for the CoID's Design Index or being shown in The Design Centre. Visitors will still be able to obtain leaflets and details of other stockists of all products on display in the Centre from the Information Desk.



Making a final check on the necessary facts and figures on business in Canada are (right) Mr. S. H. Fraser, president of Thorn Lighting Canada Ltd., and Mr. G. O. Sparks, divisional manager, Overseas Companies, Thorn Lighting. Both flew to Canada at the end of August to start the operations of Thorn Lighting's recently established Canadian company. Based at Malton, near Toronto, Thorn Lighting Canada Ltd., will be in a prime position to expand Thorn's existing Canadian lighting business.

Bank concession on return of old pennies and threepenny bits

THE Decimal Currency Board has announced that although the changeover period (during which old and new money were legal tender) ended on August 31, after which £sd pennies and threepenny bits can no longer be used as money, the banks have agreed to accept them in multiples of one shilling/5p for a concessionary period of six months from September 1.

These aluminium castings are part of an initial £20,000 order for camera racking equipment placed by N.V. Optische Industrie of Delft, Holland with RKB Precision Products of Sandy, Beds. RKB's managing director, Brian Underwood, and a fellow director, David Newland, delivered the castings personally—only three weeks after receiving the original drawings. 'The Dutch firm were impressed,' said Mr. Underwood. 'We have since received more business from them, and are expecting contracts from other companies in Holland which require our special type of service.'

BNEC survey of US airline and airport equipment

THE British National Export Council, on May 11, commissioned Roy Blumenthal Associates Ltd., London, to undertake a survey of US airline and airport equipment to identify and quantify opportunities for British manufacturers.

The report on the findings, which was published on September 2, becomes the basis for the planning of a sales mission of airline and airport equipment to the US in November 1971, sponsored by the BNEC United States Aerospace Committee. It was also the subject of a presentation on September 2 by the authors, Mr. Pat Risdon and Mr. Michael Baulf, at the National Film Theatre, South Bank, London.

Mr. Risdon and Mr. Baulf each spent several weeks in the US compiling the report, between them visiting every major airline, airport and airport authority. Sectors examined include: airport planning; runway, taxiways, apron, access roads and grass areas; buildings; building installations; air traffic control and navigation aids; ground communications; airport lighting; workshop and hangar equipment; aircraft handling, maintenance and servicing; aircraft fuelling; safety equipment; passenger handling; baggage and cargo handling; and miscellaneous vehicles.

Special points also considered include the way in which major purchasing decisions are taken, and by whom; and the location and timing of major expansion and re-equipment programmes.

Merchant Shipping (Oil Pollution) Act

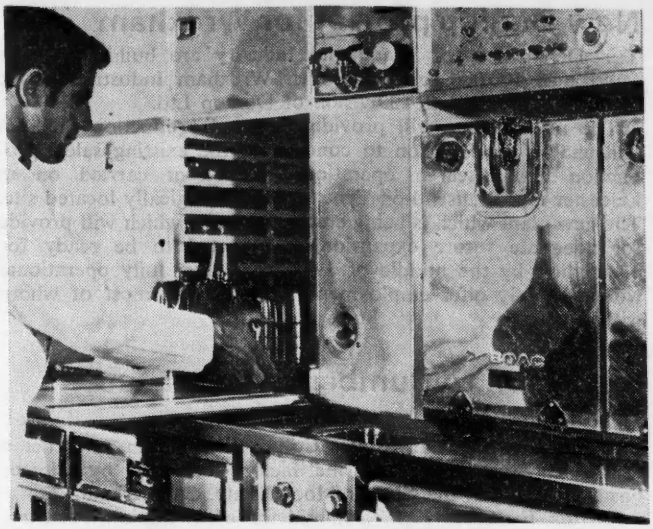
THE Parliamentary Under Secretary of State for Trade, Mr. Anthony Grant, signed a Commencement Order on August 26, to bring into effect from September 9, 1971, certain parts of the Merchant Shipping (Oil Pollution) Act.

It brings into force those Sections which impose strict liability on the tanker owner and which make it clear that the costs of the preventive measures are recoverable, together with certain provisions contained in other relevant Sections.

These Sections will in themselves clarify and improve the legal position of the claimant considerably and put right the main deficiencies in the law brought to light by the *Torrey Canyon* disaster. Other parts of the Act depend on international considerations and particularly on the coming into force of the International Convention on Civil Liability for Oil Pollution Damage agreed at Brussels in 1969.

Under the Act, an owner is liable for oil pollution damage caused by oil escapes from a loaded tanker except where the escape is due to an Act of God, Act of War, the deliberate act of a third party or the negligent or wrongful act of a government or other authority responsible for maintaining lights or other navigational aids. If the owner himself is at fault, liability, which covers loss or damage caused by oil pollution and reasonable cleaning up costs, is unlimited. When fully in force the Act will make provision, where there may be limited liability, to increase the level to 2,000 gold francs (about £56) per ton, subject to a ceiling of 210 million gold francs (about £5.8 million). It will also provide for a system of compulsory insurance.

While the Oil in Navigable Waters Act, which became law on June 21, 1971, is concerned with prohibiting the illegal discharge of oil, this Act is concerned with questions of liability and compensation should pollution occur. The 1969 Civil Liability Convention can only enter into force 90 days after ratification by eight states including five each with one million gross tons of tankers. The UK is now in the position of being able to ratify, and she is the first country to have legislated for this purpose.



Fifteen Boeing 747 aircraft—12 for BOAC and three for SAA—will eventually be fitted with galley complexes manufactured by C. F. Taylor (Metal Workers) Ltd., Wokingham, Berks. The total value of the two contracts, covering the provision of seven galleys per aircraft, spares and crew trainers, totals over £3¼ million ($8.4 million). Six aircraft sets are already flying in BOAC aircraft and the first 747 galley for South African Airways left for Seattle recently.

Background Notes

The Merchant Shipping (Oil Pollution) Act received Royal Assent on July 27, 1971.

Sub-section 21(3) enables the Secretary of State to bring different Sections of the Act into effect at different times.

The signing of the Commencement Order will bring the following Sections into effect:

Provisions of the Act	Subject matter of provision
Section 1 excluding sub-section (2)	Liability for oil pollution damage in the United Kingdom
Section 2	Exceptions from liability under Section 1
Section 3	Restriction of liability for oil pollution damage
Section 9	Extinguishment of claims arising under Section 1 after specified period
Section 13 sub-section (1)	Jurisdiction of courts over claims arising under Section 1
Section 14 sub-section (1)	Government ships
Section 15	Liability for cost of preventive measures where Section 1 does not apply
Section 16	Recourse actions
Sections 17, 18, 20, and 21	Miscellaneous provisions

Other parts of the Act concern matters which need to await the entry into force of the 1969 Convention or are still governed by the 1957 Convention.

The Order, Merchant Shipping (Oil Pollution) Act, 1971 (Commencement Order 1971), was published on September 6, 1971, as S1 1423 (C.36), available from HM Stationery Office, price 3p or by post from HMSO, PO Box 569, London, SE1, 5½p.

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Government surplus sales

MINISTRY OF DEFENCE

September 14, 1971 Plant & Equipment, Clothing and Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel. 08692 2073)

Hillman Husky Utility; Bedford 3-ton tipping lorry; workshop trailer; Caterpillar D8 bulldozer; 10 cwt and 2½-ton road rollers; agricultural tractors; loading shovels; fork lift trucks; steam derrick; pile hammer; hoists; dumpers; concrete mixers; compressors; welding set; delivery and suction hose; hose reel assemblies; hose ramps; gunmetal delivery valves; fire extinguishers; buckets; trailer fire pumps; a few machine tools; screw jacks; ratchet jacks; lifting chains; sledge hammers; theodolites; micrometers; oscillographs; oscilloscopes; electrical spares; parachute supply drop equipment; tyres; inner tubes etc; clothing and textiles including, blue greatcoats, blue dungaree overalls; blue battledress trousers and blouses; firemen's caps; rubberised leggings; tunics; jackets; mackintoshes; shirts; vests; haversacks; webbing straps; pannier harness; plastic sheets 160 ft × 90 ft; furniture including, chairs; tables; sideboards; dressing chests; carpets; kitchen equipment etc. and large quantity of miscellaneous items.

September 22-23 Miscellaneous Stores

Location: Ordnance Storage & Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), 'Modwena' 13 Market Place, Burton upon Trent, Staffs (Tel. 0283 64657)

M.T., Electronic and electrical spares and equipment; radio receivers; laboratory equipment; aircraft components, ground equipment and spares; portable compressors; generating sets; various petrol and diesel engines; tubular steel pallet components; ovens and furnaces; machine tools including, capstan and centre lathes; engraving machines; welding units; topping, buffing, polishing, marker machines; bench fly press; grinding machines etc; engineering tools and equipment; combination safes and boxes; time recording clocks; fork lift trucks; ball and roller bearings; fire fighting equipment including, fire hoses; light alloy kits for Coventry Climax featherweight pumps; scrap rubber, copper, steel; vehicle tyres; rescue equipment; wooden boxes; clothing and textiles including, denims; greatcoats; boots and shoes; worsted, woollen and serge cloth; canvas covers; webbing and nylon ropes; miscellaneous furniture and kitchenware etc.

September 29-30 Commercial, Heavy Duty & Other Vehicles

Location: Ordnance Storage & Disposal Depot, Ruddington, Notts.

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 0602 54272)

Various tractors; tippers; cranes; dumpers; loading shovels; dropside trucks; signal and office vans; utility vans; fork lift trucks; Ford, Morris, Vauxhall, Hillman and other makes of saloon and estate cars; motor cycles etc.

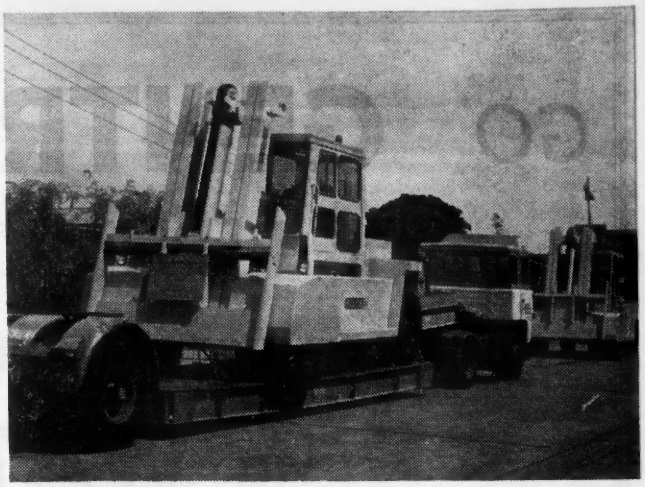
October 7 Miscellaneous Stores

Location: Memorial Hall, High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London E3. (Tel. 01-709 0101)

Large quantities of clothing; textiles; furniture; MT spares; electronic microscope; wind finding radar with a quanitity of spares; shot blas cabinet; muffle furnaces; motorised rollers; 20 cwt travelling crane; printing and accounting machines; air compressors; transformers; engineering equipment; large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).



Two Boss DD52/48 lift trucks, of 52,000 lb. capacity, built by Lancer Boss at Leighton Buzzard, set off on the first stage of their journey to Germany's Saar Valley. The trucks are fitted with 12 ft. masts, heat shields and heat-resisting forks to fit them for their role of transferring steel slabs from re-heating furnace to hot rollers at the Dillinger Steelworks, Dillinger, West Germany.

Sale by Tender

7 Mobile demonstration units each registered in 1967 are offered for sale. The vehicles have many uses but may be particularly appropriate to such activities as sales promotion training and recruitment.

Each unit comprises a 24 seat cinema/lecture theatre on a Bedford type (S.B.) Coach 4 × 2 chassis coupled to a 4 wheeled exhibition trailer. Cinematograph equipment (other than speakers and screen) is not included.

The vehicles may be viewed at the Telecommunication Engineering Establishment, Gatwick Airport South, Surrey on presentation of the tender forms obtainable from the Ministry of Defence, Directorate of Sales (Supply), Room 427, First Avenue House, High Holborn, London WC1V 6HE.

Government contracts

A SUPPLEMENTARY report to the report on the Interim Review of the Review Board for Government Contracts was published on August 31 (HMSO price 12½p). This supplementary report deals with the treatment of marketing and selling expenses in overhead costs attributable to non-competitive Government contracts.

The Review Board did not consider that the treatment of these expenses has in aggregate been unreasonable. However the Board has sought to clarify the principles that determine admissibility of these expenses. It is not envisaged that the aggregate amount of costs admitted will be materially affected.

During the period when this supplementary report was being produced, the first chairman of the Board, Sir William Lawson, died and one of the members, Mr. R. A. Barr, resigned. Mr. B. S. Eckersley was appointed to replace Mr. Barr and, subsequent to the production of this supplementary report, Sir William Slimmings was appointed chairman. The other members of the Board are: Viscount Caldecote, Sir St. J. Elstub and Lord Roberthall.

Note

The main report on the Interim Review, which was accepted by the Government, was published on August 28, 1970.

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NEW BOOKS

The Small Firm in the Hotel and Catering Industry, by J. F. Pickering, J. A. Greenwood and Diana Hunt. (110 pages. Available from HMSO; £1.18, by post £1.25½. SBN 11 510699 5.) The three authors of this study, all lecturers in economics at the University of Sussex, were commissioned to undertake it by the Committee of Enquiry on Small Firms (chairman Mr. John E. Bolton) to assist the Committee to arrive at its own conclusions. The aspects upon which they concentrated their attention are labour recruitment and utilisation, investment and growth, management, and co-operation between small undertakings. Because of constraints upon them in respect of both time and money for the research, and because of the limitations of the available statistical data, they regard this as being by way of a pilot study with some of their conclusions being of an interim nature. Although small owner-managed units are still numerically predominant in the hotel and catering industry, their market share appears to be threatened by increasing competition from larger units. Nevertheless the authors believe that the small firm can have a viable future in this industry since it is in a position to offer a particular 'product' for which there will remain a demand. But there is a pressing need to encourage the adoption of new managerial techniques and to increase the market orientation of the firms concerned, as well as participation in various forms of co-operative activity. Numbered as *Research Report no.* 14, this is the third to be published of the 18 research studies commissioned by the Bolton Committee.

The latest volume of the *Digest of Scottish Statistics* (published by HMSO in July 1971) will be the last of the series which was begun in 1953. It will be replaced by two rather different types of publications designed to fill gaps in the provision of Scottish statistics which it is felt currently exist. **Scottish Economic Bulletin** (24 pages. Published twice yearly by HMSO. 30p per issue. SBN 11 490663 7) is the first of the new publications. The first *Bulletin*, which has been prepared in the Scottish Office, was published in July 1971 and this will be followed by January and July issues for subsequent years. The main purpose of this publication is to show recent trends in the Scottish economy together with a commentary on the current economic situation in Scotland. A comprehensive coverage of the various statistical indicators of Scotland's economic performance is given, with the emphasis, where possible, on graphical representation. This first issue contains estimates of Scottish gross domestic product in the 1960's, together with notes on the sources and methods used. The estimates show that while GDP per capita in Scotland has risen in recent years relative to the UK, it is still considerably below the UK level. The *Scottish Abstract of Statistics* is the second of the two new publications. The first issue will appear in the autumn of this year, and it is intended to publish annually at this time in future years. The *Scottish Abstract* is designed to be a comprehensive reference volume of Scottish statistics. As such there will be an increased amount of information relating to social conditions in Scotland—which hitherto have received only brief treatment in the *Digest*. It is intended to give the details of sources and to include explanatory notes on points where this is felt to be of value. In this way it is hoped to provide a useful guide to the large number of publications containing official statistics relating to Scotland.

Interest rates are an important means of regulating the economy, although the extent of their use as a regulating mechanism varies from time to time and from country to country. **World Interest Rates** (20 pages. *World Series No. 6*. Published by Econtel Research Ltd., 1 Castle Court, London EC3V 9DL. £3) is a useful compendium of data on this important weapon in the armoury of monetary policy. The booklet shows the short term rates of interest in 53 countries for the years 1950 and 1954-1970. Percentage increases from year to year are also included, together with growth rates for the period, and the differential on the rate in the United States. A true money market figure of the rates used is available for 13 countries—the Euro market is included as a 'country' for this purpose —whilst for the remaining 40 countries the central bank discount rate is used as an approximate guide. For Australia, however, the short-term bond yield is used as an indicator. The amount of fluctuation in interest rates is indicated by the annual changes, and provides a useful background to possible future movements under a more active monetary policy. This can act as a guide to the amount of fluctuation which may occur in the UK following the Bank of England's May 1971 proposal for a more flexible interest rate policy. Apart from the tabulations themselves, the publication includes a summary of inferences drawn from the figures, followed by an analysis of trends within the context of cyclical economic activity. Short technical notes conclude the publication. The long-term rate of interest (yield on bonds) and its relationship to inflation, will be the subject of the next booklet in this series.

On the Shelf: a survey of industrial R and D projects abandoned for non-technical reasons. (47 pages. Centre for the Study of Industrial Innovation, 162 Regent Street, London W1R 6DD. £0.50.) This report presents the results of a survey of projects that were shelved, not because they were technically unsatisfactory, but because of some non-technical factor, e.g. market or financial circumstances. The study was conceived as an exploratory examination of the problem of fruitless development expenditure in industry. Its objective is to contribute to an improved appreciation of how shelving arises and to assist future analysts and companies themselves to identify avoidable waste and frame measures to reduce the losses which such shelving represents. The aims of the study were to identify and describe the R and D projects, to establish which were the most common causes of rejection by the firms concerned, and to assess the steps which were taken by firms after the shelving decision in order to gain some commercial return from the accumulated know-how. The three main parts of the document deal with a description of the survey method with a summary of the main results; an analysis of the causes and nature of the shelvings; and an evaluation of the findings and their implications for reducing the costs of shelving. An interesting annex gives details of the case studies outlined in the text.

Documentation, by Frank Whitehouse. (188 pages. Business Books Ltd. £4. ISBN 0 220 99262 0.) This is a practical book on how to organise and control information processes in business and industry written by the Chief Technical Publications Engineer of the British Aircraft Corporation's Guided Weapons Division. It investigates the problems of producing the right kind of information and of presenting it in a way which will ensure that it is not overlooked by those to whom it is directed. Information storage and retrieval are also examined and special attention is paid to the costs of various methods of printing and reproducing documents. All whose jobs are involved with some form of information management should find this book useful. A misprint on page 68 gives the name of the originator of the term 'information retrieval' incorrectly—it should be Calvin Mooers.

Marketing in Europe, by R. L. T. Bickers. (241 pages. Gower Press. £4.50 ISBN 0 7161 0058 4.) The mere fact of operating in a foreign market introduces complexity to a company. One which is already active overseas adds to its existing complications when it ventures into new territories. Many difficulties arise which are seldom met in home markets—such as the greater distances which have to be covered, the longer absences from base of various key people, the strain put on communications, the diminution of personal contacts, and the lapse of time between question and answer, requests for information and its supply. These special conditions alone demand that a great deal of extra care is taken, when decisions are being made, to appreciate fully what effect action in one area will have on all the others. There has to be understanding of national characteristics, involving a variety of psychological, political, social and ethical factors. Mr. Bickers has attempted to supply some of the necessary information in this book, the greater part of which comprises a factual exposition of trading conditions, regulations and conventions of business practice for each of the countries of western Europe. The subjects covered include the financing aspects, which could influence a choice of market and the location of a European headquarters; the legal provisions in each country regulating competition, monopoly and restrictive business practices; and some of the factors which must be considered when selecting a site for a European headquarters—availability and cost of office accommodation and of staff, accessibility, communications, availability of professional services, the tax situation and general costs, etc. There are some brief notes on the regulations controlling the recruitment of labour in western European countries, and a short chapter on trading conditions in eastern Europe. The first part of the book deals with essential procedures of organisation and policy for overseas marketing. This includes a discussion of the various patterns of export management, the qualifications necessary for export executives, and the planning of an overseas operation. The relative advantages of overseas companies and joint ventures are weighed up, and three chapters are devoted to various aspects of relations with distributors. The special problems of pricing for export are also dealt with. The author has had wide experience of exporting, and is at present director in charge of export operations of a large industrial company.

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-2227877 ext 3038). The library compiles the quarterly index to *Trade and Industry*, last published on

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	July 22, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6-M)	Mar. 24, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	June 23, 1971
UK balance of payments (Q)	June 16, 1971
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	July 15, 1971
Catering trades turnover (M)	Aug. 19, 1971
Chemicals industry (Q)	Aug. 26, 1971
Companies:	
Acquisitions and mergers (Q)	Aug. 26, 1971
New companies registered:	
Gt. Britain (M)	Aug. 19, 1971
N. Ireland (M)	Sept. 2, 1971
Computers:	
UK computer market (Q)	Aug. 19, 1971
Construction work overseas (A)	Aug. 26, 1971
Credit:	
Instalment credit business (M)	Aug. 12, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	June 9, 1971
Electronics capital equipment deliveries, research and development (Q)	Aug. 26, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Aug. 26, 1971
Film industry:	
British Film Fund Agency returns (M)	Aug. 12, 1971
Cinema admissions and takings (M)	Aug. 5, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6-M)	July 15, 1971
Household consumption (Q)	July 15, 1971
Footwear industry production, orders and deliveries (M)	Sept. 2, 1971
Foreign trade:	
EFTA trade (Q)	June 16, 1971
Industrial countries trade and production (Q)	Aug. 5, 1971
World exports of manufacturers (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Aug. 12, 1971
Value of overseas trade (M)	Aug. 19, 1971
Value of overseas trade: analysis of trends (Q)	Aug. 5, 1971
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	Aug. 19, 1971
Hire purchase business (M)	Aug. 12, 1971
Industrial building (Q)	July 29, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Aug. 19, 1971
Industrial production:	
N. Ireland index (M)	This week
Wales index (Q)	June 30, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	June 16, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	Aug. 19, 1971
Machine tools deliveries and orders (Q)	June 30, 1971
Man-made fibres:	
Analysis of production (Q)	Aug. 12, 1971
Deliveries (Q)	Aug. 12, 1971
Production (M)	Aug. 12, 1971
Volume of production (M)	Aug. 12, 1971
Motor industry:	
Car and commercial vehicle production (M)	Sept. 2, 1971
Motor trades turnover (M)	Aug. 19, 1971
Office development permits (Q)	Sept. 2, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Aug. 26, 1971
Retail trades:	
Index nos. (M)	Aug. 12, 1971
N. Ireland index (M)	Aug. 19, 1971
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Aug. 19, 1971
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	July 15, 1971
Retail (M)	Aug. 19, 1971
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Hosiery production (M)	Aug. 19, 1971
Wholesale houses sales (M)	Aug. 19, 1971
Wool exports (Q)	June 23, 1971
Wool output (M)	This week
Tourism:	
International tourism (A)	Sept. 23, 1970
UK tourist traffic (M)	Aug. 12, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Aug. 19, 1971

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representatives overseas	June 30, 1971
Business Monitor titles	Aug. 26, 1971
Customs notices of interest to exporters	Sept. 2, 1971
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Mar. 3, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	June 16, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	July 22, 1971
Release dates of economic statistics	Aug. 26, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	112	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	112	103.6	140	130	144	145	142	157	23	75	41
1969	118	122.9	143	143	113	103.0	136	140	148	130	131	357	232	26	27
1970	120	124.1	156	155	116	104.2	139	152	157	117	136	344	214	42	51
1969 2nd qtr	118	123.1	142	142	113	103.7	135	141	147	130	129	84	43	2	1
3rd qtr	119	123.2	144	144	113	103.2	138	146	155	130	130	51	—	8	8
4th qtr	120	123.3	147	147	114	102.9	138	146	153	126	131	126	84	10	13
1970 1st qtr	117	123.8	149	148	114	103.3	133	144	144	112	133	–31	32	–5	–41
2nd qtr	120	123.5	155	153	116	104.2	142	153	163	118	137	106	55	11	21
3rd qtr	120	124.3	159	158	117	104.6	139	154	156	119	133	117	40	6	12
4th qtr	122	124.6	163	161	118	104.7	122	157	167	119	139	152	87	31	60
1971 1st qtr	116	124.4	164	161	116	101.9	137	145	145	114	148	43	67	—	–75
2nd qtr		126.5 p				104.3									
1971 Jan		126.8				102.7									
Feb		123.8				99.7									
Mar		122.7				103.0									
Apr		126.1				104.7									
May		126.4 p				104.9									
Jun		127.0 p				103.4									
Jul						105.0									

	Orders	Prices and Costs				Labour			Trade (§)		Balance of Payments current balance
	Engineering and electric goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports (‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112.1	*4.8*	106.8	104.6	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	110.2	107.3	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	108.4	108.2	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	120.5	112.4	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	125.0	115.9	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	128.5	124.6	217.7	574	186	24,135	181	184	579
1969 2nd qtr	113	131.8	*5.4*	124.2	115.1	195.6	519	202	24,332	165	163	90
3rd qtr	115	132.0	*5.0*	126.1	116.5	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	127.3	118.0	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	130.1	120.6	209.0	561	192	24,275	171	180	206
2nd qtr	122	139.5	*5.8*	129.2	123.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	126.9	125.7	219.5	592	185	24,072	178	175	69
4th qtr	125	144.0	*7.7*	127.8	128.4	228.3	581	177	24,054	190	199	191
1971 1st qtr	120	147.9	*8.6*	131.2	131.7	237.5	631	146		189	186	79
2nd qtr	117 p	153.2	*9.8*	137.2 p	134.8 p	242.2	725	131		200 p	211 p	237 p
1971 Jan	122	147.0	*8.5*	129.8	130.8	237.1	613	157		174	175	
Feb	120	147.8	*8.5*	130.6	131.7	237.4	623	147		187	172	
Mar	120	149.0	*8.8*	133.2	132.6	238.1	656	134		207	211	
Apr	118 p	152.2	*9.4*	137.2	134.0	239.2	704	129		201 p	209 p	
May	118 p	153.2	*9.8*	137.3	135.0	242.7	731	130		195 p	206 p	
Jun	117 p	154.3	*10.3*	137.4 p	135.7 p	245.0	740	133		203 p	218 p	
Jul		155.2	*10.1*	137.7 p	136.0 p	246.6 p	788	122		198 p	214 p	
Aug							799 p	123 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payment basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments and allowances for factors affecting recording

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Production in the cotton industry

THE volume of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in June 1971 was at the same level as in June 1970.

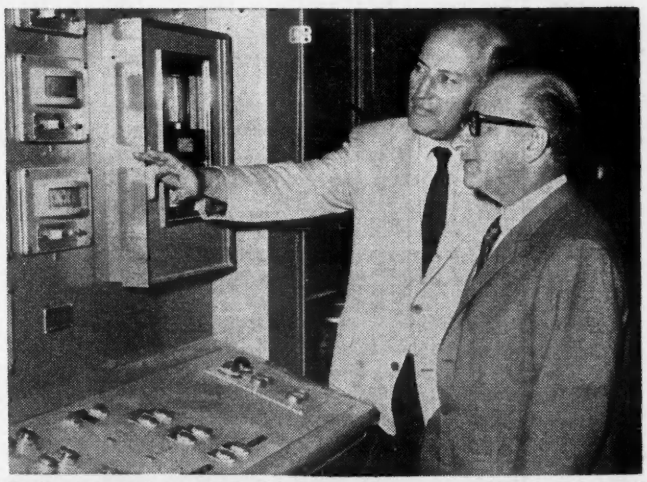
Statistics issued by the Textile Council show that in the six months January to June the amount of cloth woven was 8 per cent less than in the corresponding period of last year. Production of single yarn was 4 per cent less and the amount of yarn doubled 13 per cent less.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1970 April	7.5	3.6	2.1	2.7	3.6	15.0	11.1
May	7.2	3.4	2.0	2.7	3.3	14.0	10.7
June*	5.6	2.9	1.6	2.0	3.1	13.9	10.0
July	6.0	2.8	1.6	2.2	2.9	7.9	7.2
August	7.1	3.5	1.8	2.6	3.2	13.5	10.0
September*	6.2	2.9	1.6	2.3	3.5	11.8	9.2
October	7.5	3.6	2.0	2.7	4.2	14.3	11.1
November	7.5	3.8	2.0	2.6	4.6	14.1	11.1
December*	5.7	3.1	1.5	1.9	3.7	11.5	8.8
1971 January	7.1	3.9	1.9	2.4	4.4	13.5	11.1
February	6.7	4.0	1.9	2.4	4.5	13.3	11.1
March*	6.5	3.9	1.7	2.3	4.3	13.0	10.7
April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June	4.8	3.1	1.4	1.7	3.8	11.7	9.7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries.



Staflex International, the fusible interlinings manufacturer, has licensed its processes to the Harodite Finishing Company of North Dighton, Mass. A joint marketing company handles the Dighton manufactured Staflex product throughout the United States and Canada. Picture shows Mr. S. E. Morgan (right) Staflex chairman, in America with Mr. A. Gutman, Harodite president, looking at the control panel for some of the Dighton fusible manufacturing equipment.

Output of the wool textile industry

THE volume of production in the wool textile industry in June 1971 was 12 per cent less than in June 1970.

Statistics issued by the Wool Industry Bureau of Statistics show that in the six months January-June deliveries of woven fabrics (excluding blankets) were 13 per cent less than in the corresponding period of 1970 and deliveries of worsted yarn (excluding semi-worsted yarn) were 8 per cent less.

Production of wool and hair tops was 22 per cent less and of man-made fibre tops 25 per cent less.

OUTPUT OF THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
1970 April	14.8	8.2	4.0	11.7	9.6	12.0	10.7	2.3
May	12.5	6.2	3.5	10.2	7.5	11.8	9.4	1.9
June	14.4	7.8	4.0	11.6	9.0	13.0	11.0	2.2
July	12.2	7.2	4.1	9.0	8.1	11.4	9.0	1.7
August	9.0	4.2	2.6	8.3	5.8	10.5	7.2	2.2
September	11.6	6.0	3.8	10.6	8.0	11.9	10.3	3.0
October	12.1	5.7	4.3	11.7	8.9	12.4	10.8	3.4
November	12.9	6.2	4.1	11.7	8.4	11.8	10.6	2.6
December	11.8	5.6	3.0	11.0	7.7	10.1	9.5	2.6
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In June deliveries of semi-worsted yarn were 1.0 million kilos.

EXPORTS OF WOOL TEXTILE PRODUCTS

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yd.	£m.
1963	130.87	42.82	96.01	21.27	33.87	63.77	89.26	3.00
1964	131.82	38.39	75.15	22.09	32.12	67.23	89.42	4.11
1965	122.07	28.98	64.00	20.51	30.20	68.00	88.78	4.59
1966	116.29	28.68	62.66	20.06	29.50	63.86	81.18	3.69
1967	103.79	22.54	51.41	18.04	27.70	59.84	75.64	3.37
1968	114.80	23.94	56.08	20.44	31.62	66.14	83.03	4.28
1969	125.41	26.55	57.35	23.32	35.45	71.08	83.07	4.45
1970	117.25	20.38	46.47	23.37	34.94	70.00	74.76	3.50
1969 1st quarter	28.13	6.05	13.37	5.39	8.28	15.69	19.10	1.00
2nd quarter	33.24	7.92	17.00	5.95	8.89	18.33	21.12	1.05
3rd quarter	32.52	6.85	14.40	5.94	8.91	18.54	21.84	1.20
4th quarter	31.52	5.73	12.59	6.06	9.36	18.53	21.02	1.20
1970 1st quarter	28.94	5.49	12.45	6.01	8.93	16.59	18.78	0.85
2nd quarter	30.81	5.73	12.83	6.35	9.61	17.94	18.96	0.73
3rd quarter	28.84	5.33	11.90	5.26	7.80	17.46	18.42	0.80
4th quarter	28.66	3.82	9.30	5.75	8.61	18.03	18.59	1.06
1971 1st quarter	23.30	4.04	9.71	5.21	7.71	13.18	13.87	0.87
2nd quarter	29.43	4.32	10.69	6.44	10.17	17.42	17.15	1.25

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Textile industry: orders and deliveries

In the second quarter of 1971 net new orders received by the textile industry were provisionally estimated to have been 12 per cent more than in the first quarter. Deliveries which decreased by 2 per cent in the same period were less than net new orders, so that orders-on-hand were 5 per cent higher than in the quarter ending March.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	148	144	121	113	116	113
2nd quarter	143	143	109	114	115	116
3rd quarter	133	137	93	106	103	112
4th quarter	134	134	119	109	118	112
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter P	123	119	113	107	114	113
2nd quarter P	126	125	115	120	110	111
1970 January	136	135	118	116	110	113
February	136	133	119	109	121	115
March	137	132	117	112	112	115
April	135	132	112	112	120	113
May	132	130	105	109	113	116
June	130	129	110	109	117	112
July	128	130	89	115	95	111
August	126	130	96	119	104	120
September	127	131	121	115	116	111
October	126	130	124	114	128	117
November	127	127	134	109	131	117
December	125	125	98	107	104	111
1971 January P	124	122	108	107	110	116
February P	123	120	113	106	116	112
March P	123	119	117	107	116	112
April P	125	123	112	115	106	102
May P	126	124	119	121	112	115
June P	126	125	113	123	111	116

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Made-up clothing: orders and deliveries

In the second quarter of 1971 net new orders received by the made-up clothing industry were provisionally estimated to have been 3 per cent up on the first quarter of 1971. As deliveries, which were also 3 per cent up, were less than net new orders, the order books at the end of June were 5 per cent higher than at the end of March.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	102	109	106
2nd quarter	143	134	110	105	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	106	108	107
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	165	118	120	118	115
2nd quarter P	184	174	130	123	113	118
1969 October	140	148	130	113	118	108
November	151	147	134	108	115	108
December	143	143	77	98	91	106
1970 January	144	143	98	110	96	109
February	140	143	111	108	117	108
March	140	149	118	124	118	114
April	139	147	111	103	112	107
May	149	144	121	107	105	113
June	151	142	114	108	110	111
July	146	143	97	110	105	108
August	138	139	88	107	101	113
September	142	151	130	128	123	108
October	149	154	138	119	126	114
November	158	152	133	108	118	110
December	155	155	92	118	97	112
1971 January	166	167	125	141	107	122
February	155	160	102	100	120	111
March	153	165	125	120	128	113
April	153	163	114	117	115	121
May	182	175	165	146	116	125
June P	184	174	111	106	107	108

Registration of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, September 3, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Site In The Sea	BR/E 35666/4/9/76	32	September 1	New Realm Distributors Ltd.	British Railways Board Films Service
Golfers In A Scottish Landscape	BR/E 35667/4/9/76	21	September 1	New Realm Distributors Ltd.	British Railways Board Films Service
Mr. Horatio Knibbles	BR/E 35668/4/9/76	60	September 1	Children's Film Foundation Ltd.	Anvil Film and Recording Group Ltd. (for Children's Film Foundation Ltd.)
Danger Point	BR/E 35669/4/9/76	56	September 1	Children's Film Foundation Ltd.	Damor Productions Ltd. (for Children's Film Foundation Ltd.)
Movietone News 2204	BR/E 35577/4/9/76	8	September 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2204A	BR/E 35578/4/9/76	7	September 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Daughter	F 35664	61	September 1	Cinecenta Film Distributors Ltd.	Dansk Svensk Films Copenhagen
How To Succeed With Sex	F 35665	56	September 1	Cinecenta Film Distributors Ltd.	Arco Productions

New statistics for industry

NEW statutory quarterly inquiries into the sales of several industries, designed to provide up-to-date statistical information to the industries concerned, as well as to the Government, have been launched by the Business Statistics Office. Product headings have been compiled after close co-operation with Government departments concerned with and trade associations representing each industry.

The industries are as follows:

MILK AND MILK PRODUCTS. Forms will go to some 450 establishments, all employing 25 people or more. The first return covers the third quarter of this year and will include new information on sales of cheese and cream. The Ministry of Agriculture, Fisheries and Food, in co-operation with the trade associations concerned, will be considering the withdrawal of a few existing separate returns made for sub-groups of product by the much smaller numbers of manufacturers which these concern.

SOAP AND DETERGENTS. Headings have been compiled after consultation between the Department of Trade and Industry, the Soap and Detergent Industry Association, the Association of Fatty Acid Distillers and the United Kingdom Glycerine Producers' Association. Forms will go to some 60 establishments in the industry. The first return covers the third quarter of this year and replaces the two existing quarterly inquiries into the deliveries of soap and scouring preparations and sales of synthetic detergents, which will be discontinued. The present monthly inquiries into the production of soap and scouring preparations and sales of finished synthetic detergents will continue but the former monthly inquiry into the consumption and stocks of oils and fats will now be taken quarterly.

DYESTUFFS AND PIGMENTS. Headings compiled after close consultation between the DTI, the Chemical Industries Association and the British Colour Makers' Association. Forms will go to some 45 establishments in the industry. The first return covers the third quarter of this year and will be supplemented by a monthly KS inquiry into total sales. The former KS quarterly inquiry into colours and the monthly collection of statistics undertaken by the Dyestuffs Office of the Department of Trade and Industry have been terminated.

POLISHES. Forms, compiled after consultation between the DTI and the British Polish Manufacturers' Association, will go to some 40 establishments. The first return covers the third quarter of this year and replaces the former quarterly inquiry into the sales of polishes.

PHOTOGRAPHIC CHEMICAL MATERIALS. Forms, compiled after consultation between the DTI, the British Photographic Manufacturers' Association Ltd. and the Chemical Industries Association, will go to some 20 establishments. Details of sales of sensitised materials were previously collected in a KS quarterly inquiry into Photographic, Xerographic and Document Copying Equipment. This inquiry has ceased with the introduction of the new quarterly into that industry (which excludes sales of sensitised materials) in respect of the third quarter of 1971. At the same time, in order to maintain continuity in the statistics of sensitised materials, this new inquiry has also been launched.

PHOTOGRAPHIC AND DOCUMENT COPYING EQUIPMENT. Forms, compiled after consultation between the DTI and the British Photographic Manufacturers' Association Ltd. and the Business Equipment Trades Association, will go to some 115 establishments. The first return covers the third quarter of this year and replaces the former quarterly inquiry into manufacturers' deliveries of photographic equipment which has been discontinued.

WATCHES AND CLOCKS. Forms, compiled after close co-operation between the DTI, the British Clock and Watch Manufacturers' Association and representatives of individual firms, will go to 40 establishments. The first return covers the third quarter of this year and replaces the existing quarterly inquiry into manufacturers' sales of watches, and clocks, etc.

SURGICAL INSTRUMENTS AND APPLIANCES. Forms, compiled after consultation between the DTI and the several trade associations concerned, will go to 490 establishments. The first return covers the third quarter of this year. Results will include figures of imports and exports relating to the products of the industry.

SCIENTIFIC AND INDUSTRIAL INSTRUMENTS AND SYSTEMS. Forms, compiled after co-operation between the DTI, the Scientific Instrument Manufacturers' Association, the British Industrial Measuring and Control Apparatus Manufacturers' Association and the British Electrical and Allied Manufacturers' Association, will go to 525 establishments. The first return covers the third quarter of this year and replaces the existing quarterly inquiries into manufacturers' deliveries of optical instruments, scientific and industrial instruments and apparatus and systems, control and instrumentation. Results will include import and export figures from the Overseas Trade Statistics.

LOCOMOTIVES, TRAMS, RAILWAY CARRIAGES, WAGONS AND TRACK EQUIPMENT. Forms, compiled after discussion between the DTI, the Railway Industry Association of Great Britain, the Association of British Railway Carriage and Wagon Manufacturers and the public sector, will go to 65 establishments. The first return covers the third quarter of this year and replaces the two existing monthly inquiries to manufacturers of locomotives, railway carriages, etc., which will be phased out by the end of 1971. Results will also include import and export figures from the Overseas Trade Statistics.

CUTLERY, SPOONS, FORKS AND PLATED TABLEWARE, ETC. Forms, compiled after consultation between the DTI, the United Kingdom Cutlery and Silverware Manufacturers' Association and individual firms in the industry, will go to 100 establishments. The first return covers the third quarter of this year and replaces the existing quarterly KS sales inquiries covering cutlery and safety razor sets and blades. Results will include overseas trade figures and information to enable a comparison to be made between the results of the KS and the new inquiry.

JEWELLERY. Forms, compiled after consultation between the DTI, the British Jewellers' Association and the London Chamber of Commerce, will go to 430 establishments. The first return covers the third quarter of this year and will replace the existing KS quarterly inquiry into jewellery sales.

(continued on next page)

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NEW STATISTICS FOR INDUSTRY
continued

MAN-MADE FIBRES. Forms, compiled after consultation between the DTI and the Man-made Fibres Producers' Committee, will supplement the detailed statistics of production and deliveries collected and published by the Committee. They will cover 40 establishments. The first return covers the third quarter of this year.

SPINNING AND DOUBLING ON THE COTTON AND FLAX SYSTEMS INDUSTRY. Forms have been compiled after consultation between the DTI, the Textile Council, the British Textiles Employers' Association, the Flax Spinners' and Manufacturers' Association of Great Britain, the Britsh Throwsters' Association and leading firms in the industry. The inquiry is intended to complement any inquiries carried out by the industry itself. In particular it will collect value figures which are not at present available for the industry which, it is felt, will provide an important addition to the statistics of the industry. Forms will go to some 315 establishments. The first return covers the third quarter of this year.

WEAVING OF COTTON, LINEN AND MAN-MADE FIBRES. Forms have been compiled after consultation between the DTI, the Textile Council, the British Textile Employers' Association, the Flax Spinners' and Manufacturers' Association of Great Britain and the Domestic Textiles Federation. The new inquiry is intended to complement any inquiries carried out by the industry itself. In particular it will collect value figures which are not at present available for the industry which, it is felt, will provide an important addition to the statistics of the industry. Forms will go to some 360 establishments. The first return covers the third quarter of this year.

WOOLLEN AND WORSTED. The new inquiry is intended to complement the inquiries conducted by the Wool Industry Bureau of Statistics; in particular it will collect value data which is not at present available for the industry and which, it is felt, will provide an important addition to the statistics of the industry. Forms will go to some 850 establishments. The first return covers the third quarter of this year.

CARPETS. Forms have been compiled after consultation between the DTI, the Federation of British Carpet Manufacturers, the Tufted Carpet Manufacturers' Association and other representatives of the industry. Forms will go to 150 establishments. The first return covers the third quarter of this year and will replace the present quarterly inquiry.

NARROW FABRICS (NOT MORE THAN 30 cm. WIDE). Forms, compiled after consultation between the DTI, and the Narrow Fabrics Federation, will include export figures for broad categories of goods which are not available from the Overseas Trade Statistics. Forms will go to some 130 establishments. The first return covers the third quarter of this year and will replace the present quarterly inquiry into elastic goods and narrow fabrics.

HOUSEHOLD TEXTILES AND HANDKERCHIEFS. Forms, compiled after consultation between the DTI, the Domestic Textiles Federation and the Flax Spinners' and Manufacturers' Association of Great Britain, will go to 150 establishments. The first return covers the third quarter of this year.

TEXTILE FINISHING. Headings on the form have been compiled after consultation between the DTI and a wide range of representatives of the industry including the Textile Council, the British Textile Employers' Association, the Flax Spinners' and Manufacturers' Association of Great Britain, the Knitted Textiles Dyers' Federation and the Dyers' and Finishers' Association. The new inquiry is intended to complement any inquiries carried out by the industry itself. In particular it will collect value figures which are not at present available for the industry which, it is felt, will provide an important addition to the statistics of the industry. Forms will go to 375 establishments. The first return covers the third quarter of this year.

REFRACTORY GOODS. Forms, compiled after close consultation between the DTI and the Refractory Goods Section of the National Federation of Clay Industries, will go to some 125 establishments. The first return covers the third quarter of this year. This will be the first time that official short-period statistics of the refractory goods industry have been available.

Results of these inquiries will be published in the Business Monitor series.

'Economic Trends' carries commodity analysis of central government current expenditure

AN article in the August issue of *Economic Trends* (HMSO, price 60p) presents, for the first time, a commodity analysis of current expenditure on goods and services by the central government. 'Current expenditure' (following national accounts conventions) includes nearly all defence expenditure but excludes civil capital expenditure on buildings and roads. It covers therefore over 80 per cent of all central government purchases of goods and services.

The analysis was done to provide more accurate information for the national input-output tables. The results give a useful guide to the overall pattern of government purchases from industry in recent years. They are based on data for the financial years 1968-9 and 1969-70 but estimates for the calendar years 1968 and 1969 have been derived from them.

In 1968-9, the largest item of expenditure—nearly £500 million—was on aerospace equipment, most of which was for military defence; expenditure in this area fell back somewhat in 1969-70, mainly as a result of lower expenditure on American aircraft. In 1969-70 the largest expenditure—just over £500 million—was on the group of professional, scientific, business and other services, over half of which was for the national health service including professional fees of some £250 million to doctors, dentists and opticians.

Other important groups in 1969-70 included chemical and allied products—mainly in connection with medicines and drugs for the National Health Service; and mechanical and electrical engineering products, ships and marine and construction work—principally for military defence purposes.

Investment matrices for plant and machinery

A second article in *Economic Trends* contains newly-published tables showing, for 1963 and 1968, an analysis of capital investment by industry and commodity. It is a step towards satisfying the need for more detailed information of the destination of capital goods; and it provides a useful framework for forecasting.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from H.M.S.O., P.O. Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:

Made-up Clothing (Sales Volume Indices) for June 1971.

Foam Backing, Foam Laminating and Fabric to Fabric Bonding for June 1971.

Quarterly at 37½p a year post free:

Toys, Games and Children's Carriages for Fourth Quarter 1970.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on 26 August 1971 on page 403.

Northern Ireland index of production

THE provisional index of industrial production for Northern Ireland for June 1971 is 158. This is one point lower than the index for May 1971 and seven points higher than for June 1970.

The index numbers for the main industrial groups with the increase or decrease on June 1970 shown in brackets are: textiles 225 (+28 points); clothing 128 (—); engineering and metals 124 (−4); food, drink and tobacco 131 (+3); timber and furniture 149 (+4); mineral products 179 (+1); other manufacturing industries 240 (+23); gas, electricity and water 153 (+15).

UK official reserves August 1971

THE UK official reserves rose by £390 million ($937 million) during August to stand at £2,003 million ($4,807 million) at the end of the month.

This increase was after the repayment of £256 million ($614 million) to the International Monetary Fund and long-term debt service payments of £5 million ($12 million).

Good business for British exhibitors at men's fashion week

From the British Embassy (Commercial Department), Bonn

THE International Men's Fashion Week in Cologne, at which 751 exhibitors and 54 represented firms from 24 countries showed Spring '72 merchandise, proved to be a good showroom for British exhibitors. The joint stands of the Department of Trade and Industry provided a wide representation from the British clothing industry with 18 members of the Menswear Guild and 43 members of the Clothing Manufacturers Federation.

The event held from August 19-22, got off to a good start the afternoon before the opening, with a well attended joint press conference called by the BMG and CMF at which Mr. A. V. Parker and Mr. G. R. H. Schneiders, their respective chairmen, addressed the conference, which was chaired by Mr. G. G. Simpson, HM Consul-General, Dusseldorf.

'There is no doubt that the British have established world leadership in this field. They seem to know instinctively what young people want', said an important Canadian importer, after having placed an order for 150,000 dollars on the morning of the first day of the fair, which adequately confirmed the optimism of exhibitors as the doors opened.

The fair authorities stated that 29,600 trade visitors from 47 countries bought entrance tickets during the four days (three days last year)—a 3 per cent increase on the previous event. Every third visitor was from a foreign country.

'First-timers' among joint venture exhibitors were particularly pleased with their achievements. Among them was the Wild Mustang Manufacturing Co. who sold 12 weeks' production capacity, and Falmer Manufacturing Co. Ltd. who commented—'very successful'—as their verdict on the fair. South Sea Bubble Ltd. also did well, and Ben William & Co. Ltd. were well satisfied with the quality of the many inquiries they received.

Some established exhibitors were successful in breaking previous records, among them Alan Paine Ltd., who had their best ever fair, while the Scott Lester Organisation stand was full of buyers from opening to close, and only by the friendly co-operation of neighbours, were they able to replenish their supply of order books. John Langford & Co. Ltd. enjoyed an excellent fair and Famox Ltd. welcomed many established overseas customers to their stand and wrote good orders. Gloverall Ltd. were able to book three times the business of last year, with which they had been well satisfied.

Extra publicity

Lybro Ltd.'s new collection of men's fashion clothing attracted impressive inquiries which will undoubtedly lead to good business, and Halco Ltd. gained extra publicity by participating in the international fashion show, the only British firm to do so.

As at previous men's fashion weeks, orders and inquiries were booked mainly from EFTA and third countries, but interest from Common Market countries has increased, as was to be anticipated as the result of the successful conclusion of the recent negotiations. It was observed that buyers were somewhat wary of placing large orders because of the uncertainty in the international money markets, but general opinion was that the effect on business proved not to be as great as had been feared.

An indication of the importance attached to this fair by buyers, which did not go unnoticed by British exhibitors was the fact that organised parties of trade visitors flew in from the United Kingdom, United States, South Africa, Sweden, Denmark, Finland and Spain.

During the Fashion Week, wide interest was created among the European menswear industry by the presentation of the Woolsack award by the British International Wool Textile Export Corporation for the best day suit made from British wool cloth. The distinguished panel of judges was chaired by Mr. Hardy Amies and from the 60 suits entered, a suit tailored by Grieff Werke, Bamberg was judged to be the best. Judging was based on finish, style, cloth design and colour.

Another distinguished visitor to the fair was Mr. Norman Hartnell who attended the launch of Norman Hartnell menswear in the Federal Republic, and had many interviews with the German press.

At the closing press conference called by the Fair authorities, a representative of the clothing industry indicated that because of increasing costs, prices were generally three to six per cent higher than last year, most, if not all of which, will be passed on to the retail customer.

Another wide ranging discussion at this conference related to the change of date and the length of this fair, which also concerned a number of British exhibitors, who expressed the view that the changes were a mistake. Indications are that the possibility of reverting to the previous conditions will be the subject of heavy debates at the next meeting between the trade representatives committee and the fair authorities.

Part of the British joint-venture exhibit at the International Men's Fashion Week in Cologne.

Fourth International Chemical Exhibition

THE fourth international chemical exhibition, 'Incheba' is to be held in Bratislava from June 24-30, 1972. The exhibition will cover all types of chemicals and plant and equipment used in the chemical industry but with special emphasis on chemicals used in agriculture and forestry and in the food industry. The products covered by the exhibition are:

BASIC GROUPS:

Chemical raw materials, semi-products, auxiliary and final products, chemical engineering, regulation, control and measuring equipment, technical glass, patents, know-how, licences and technical literature.

SPECIALISED GROUPS:

(*a*) Products for chemicalisation of agriculture and forestry

Chemical nutrition and plant protection, stimulators, pesticides, industrial fertilisers, chemical nutrition and protection of animals, application of chemical products in agriculture and forestry, services, laboratory chemicals and equipment, verterinary drugs and hygiene.

Products of rubber and plastic industries, silicates and application in agriculture and forestry: agricultural buildings, storage, transport, etc.

Equipment for application of chemical products in agriculture—/spreaders, atomisers, sprinklers, etc./. Equipment and machinery for the production of agrochemicals.

(*b*) Chemicalisation of food industry

Chemical products for food—fermentation and starch industries. Auxiliary raw materials and agents, preservating and filtering agents.

Packaging, equipment and armatures from chemical materials, technical glass.

Products of fermentation and starch industries. Packaging lines, automatic machines, etc.

(continued on next page)

CHEMICAL EXHIBITION

continued

The 'Incheba' exhibition affords British firms a unique opportunity of making their products and expertise known in this very promising market. The Department of Trade and Industry is prepared to sponsor a British Pavilion at the exhibition given that there is an adequate response from British industry. Details of the Pavilion support scheme were given on page 586 of *Trade and Industry* of June 16, 1971.

For further information about the exhibition and application forms for the Pavilion please contact either H. B. Formstone (ext: 7184) or D. V. Griffiths (ext: 7213) on 01-248 5757, at Department of Trade and Industry, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London, EC4M 7HU. In order to be certain of obtaining space you should have made a firm application by November 1, **at the very latest.**

Oil, Chemical, Plastics, and Rubber Industries Exhibition

THE Romanian Chamber of Commerce is to hold an international exhibition of equipment for the oil, plastics and rubber industries in Bucharest, May 3-12, 1972. The following is the list of products to be covered by the exhibition:

1. Petroleum and gas
- 1.1. Geological and geophysical prospecting equipment and apparatus.
- 1.2. Exploitation and exploration equipment.
  - 1.2.1. Land and sea drilling rigs.
  - 1.2.2. Cementing aggregates.
  - 1.2.3. Pumping stations.
  - 1.2.4. Various equipment for petroleum and gas production.
- 1.3. Processing installations
- 1.4. Distribution installations including storage and packing—packings.
- 1.5. Allied installations and apparatus.
  - 1.5.1. Quality control laboratories.
  - 1.5.2. Repair and maintenance shops for oilfield equipment and pipelines.
  - 1.5.3. Fluidisation installations; industrial and household burning installations.

2. Chemistry, plastics, rubber
- 2.1. Organic chemistry and fertilisers equipment and installations. By groups of main products (sulphuric acid, ammonia, sodium products, etc.).
- 2.2. Basic organic chemistry equipment and installations. By groups of main products (lacquers, dye-stuffs, insecticides, etc.).
- 2.3. Fine synthesis organic chemistry equipment, apparatus and products. By groups of main products (medicaments, reagents, etc.).
- 2.4. Petrochemistry equipment and apparatus and petrochemical products. By groups of main products (plastic masses, elastomers, etc.).
- 2.5. Non-ferrous chemistry equipment and apparatus. By groups of main products (aluminium, alloys, noble metals, etc.).
- 2.6. Chemistry auxiliaries and catalysts.
- 2.7. Machines and installations for the processing of plastics and elastomers.
- 2.8. Installations for purification of residual waters.
- 2.9. Laboratory equipment.

3. Packing and packings for the products of the oil and chemical industries.
- 3.1. Packaging installations and devices. By groups of basic materials (sheet iron, plastics, glass, cardboard, paper, etc.).
- 3.2. Packing equipment (automatic machines, proportioning and labelling machines, etc.).
- 3.3. Packaging transportation equipment.
  - 3.3.1. Pallets, containers.
  - 3.3.2. Stackers, trucks, belt conveyors, cranes, etc.
- 3.4. Display installations: shelves, display cabinets, supports, etc.
- 3.5. Packagings.
  Specific packaging by categories of products; quality and quantity guarantee devices.

It is considered that these fields hold considerable potential for British exporters. The Department of Trade and Industry is therefore prepared to sponsor a British Pavilion at the exhibition given that there is sufficient support from British Industry. Details of the Pavilion support scheme were given on page 586 of *Trade and Industry* on June 16, 1971.

For further information about the exhibition and application forms for the proposed Pavilion please contact either H. B. Formstone (ext: 7184) or D. V. Griffiths (ext: 7213) on 01-248 5757 at Department of Trade and Industry, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London, EC4M 7HU. In order to be sure of obtaining space in the Pavilion you should have made a firm application **by November 1, at the very latest.**

Joint ventures at New York shows

THE Westminster Chamber of Commerce will sponsor joint venture groups at two events in New York next year, with the assistance of the Department of Trade and Industry.

The ninth International Water Supply Congress and Exhibition, at the New York Hilton from September 11-14, 1972 will provide a unique opportunity for companies to meet 3,000 waterworks personnel from 60 countries attending the Congress. The closing date for applications to participate in this joint venture is October 19, 1971.

Companies are also invited to participate in the National Electronic Packaging and Production Conference (NEPCON EAST) at the Coliseum from June 13-15, 1972. The show will be of special interest to companies whose products are used in the production of printed circuits and integrated circuit tools, machines, materials and supplies from initial design aids through to finished assemblies. The closing date for applications in this joint venture is November 15, 1971.

All applications concerning these two shows should be made to The City of Westminster Chamber of Commerce, Mitre House, 177 Regent St., London, W1R 8DJ (Tel: 01-734 2851, ext: 36).

Programme of Soviet exhibitions—1972

THE programme of Soviet Exhibitions 1972-75 was published in *Trade and Industry* on July 8, 1971. The USSR Chamber of Commerce has since made certain amendments and additions to the 1972 programme. The following should be taken as the new complete list for 1972:

Major International Exhibitions 1972

Name of Exhibition and Products Covered		
Modern Electro-Technical Equipment (Electro '72) A joint venture is to be sponsored at this event by the British Electrical and Allied Manufacturers' Association (Tel: 01-437 0678).	July 12-26, 1972	Moscow
Modern Agricultural Machinery and Instruments (Selkhoztechnika '72) A joint venture is to be sponsored at this event by the British Agricultural Export Council. (Tel: 01-245 9819)	September 6-20, 1972	Moscow

Specialised International Exhibitions 1972

Name of Exhibition and Products Covered		
Laboratory Equipment for Testing Dyes, Pigments, Optical Bleaches, etc. (Krasiteli '72)	January 26-February 5, 1972	Moscow
Equipment for the Manufacture of Toys and associated articles. (Igrushka '72)	April 4-16, 1972	Moscow
Equipment and Instruments for the Production of metallic articles by cold forming and stamping. (Metizy '72)	May 16-28, 1972	Moscow
Equipment for the baking, confectionery and canning industries, for the mechanisation of technological processes in the food industry and packaging equipment. (Prodindustria '72)	May 30-June 14, 1972	Kiev
Spectroscopic Research Instruments. (Spectr '72)	June 27-July 6, 1972	Minsk
Modern Means and Equipment for Container Transport (Kontainerisatsia '72)	August 29-September 15, 1972	Leningrad
Scientific Instruments and Equipment for the Recording of Short-term Processes. (Interimpuls '72)	September 5-17, 1972	Moscow
Sport and Leisure Equipment. (Sport '72)	September 20-October 1, 1972	Kiev
Equipment for Producing Sheepskin and Fur coats. (Mehprom '72)	October 16-25, 1972	Moscow
Scientific Instruments and Apparatus used in Optical Mechanics. (Optica '72)	November 29-December 12, 1972	Moscow

For further information write or telephone to Mr. H. B. Formstone (Tel: 01-248 5757, ext: 7184) or Mr. R. M. Dale (ext: 7246) at the Department of Trade and Industry, Hillgate House, 26 Old Bailey, London, EC4M 7HU.

EXPORT ORDERS

Order from 50-year-old catalogue

An order from Singapore for 20 brilliant cut-glass mirrors has been received by Reed Millican Ltd., Gateshead, Co. Durham. The Victorian-style mirrors are for the Cockpit Hotel, Singapore, and the designs have been selected from a catalogue issued by the company over 50 years ago!

Reed Millican have been producing intricate glasswork of this type without interruption since 1847, and their craftsmen now produce a wide variety of decorative work on glass.

Australian contract

Two heat exchangers designed and manufactured by International Combustion Ltd., Manchester, with assistance from the company's main works at Derby, are for use in the Kwinana industrial complex at Freemantle, Australia. The contract is worth approximately £35,000.

£41,000 Australian orders

Australian orders for one machining centre and two 1000S three-axis machines, total value £41,000, have been won by the Hydra-Point Division of Moog Ltd., Cheltenham. The orders are the direct result of a sales drive the company carried out in Australia last year when they organised a private exhibition of their numerical control machines in Sydney, followed by an extended sales tour by Mr. Mike Fisher, a senior production engineer.

Later this year Moog are joining William Adams & Co. Ltd. on their stand at the 4th Machine Tool Exhibition in Sydney, where they will exhibit the machining centre.

Manufactured by Moog at their modern Cheltenham factory, the machining centre is based on a heavy-duty version of the Bridgeport milling and drilling machine manufactured by Adcock-Shipley in Bridlington, Yorks.

Stadium seats for Canada

A Luton plastics company is about to despatch its first export order—over 8,000 spectator seats to the Calgary Stadium in Alberta, Canada—after working special shifts to ensure delivery on time.

Pillar Plastics Ltd., a member of the RTZ Group, was awarded the contract to supply the seats after a Calgary Stadium director had seen them at a London football club. He asked for 20 sample seats to be sent to Canada for testing and, after satisfactory results, the deal was finalised.

Orders totalling nearly £500,000

Morrison Group of Loughborough has won orders totalling nearly £500,000 for the supply of generating equipment, battery chargers and ancillary equipment.

The largest order, totalling £250,000, has been placed by the Turkish Ministry of Energy and Natural Resources and is for 300 diesel-powered generating sets from 10 to 55 kVA capacity.

Another order, worth £40,000, is for fully automatic generating sets of 3 and 6 kVA capacity to serve farming communities in the islands of the South Pacific. Sets from 100 to 250 kVA capacity serving as standby units for hotels, municipal and industrial plant are part of a £30,000 order from Singapore.

More than £30,000 worth of sets of 62.5 kVA capacity will go to Pakistan, while orders totalling £20,000 for sets up to 120 kVA have been secured from Greece.

A £20,000 order from Norway is for the supply of remotely operated generating sets from 3 to 35 kVA to provide heating, lighting and other services for mountain rescue teams.

Medical equipment for Libya

More than 39,000 items of British-made laboratory, physiology, pharmacology and surgical equipment were flown by chartered plane on September 4 to Libya for installation in the University of Benghazi's new medical school, opening next month. Worth £96,000 and packed into 502 crates, the shipment is the first of several similar export package deals now being developed by the Searle group of companies.

Negotiations began in June with the visit of a Libyan government purchasing team who inspected laboratory equipment made by Baird & Tatlock (London) Ltd., surgical instruments made by A. C. Daniels & Co. Ltd., Caerphilly, and pharmacology and physiology instruments and teaching aids made by C. F. Palmer Ltd., High Wycombe.

Three technical experts travelled with the shipment to install the equipment, flown out in a Britannia of Lloyd International Air Transport Ltd.

Brazilian plant contract

Melamina Ultra SA Industria Quemica have awarded Foster Wheeler Ltd. a contract for engineering, procurement, expedition and inspection services for materials to be purchased outside Brazil and construction and operating supervisory services for a melamine plant to be built at Camacari, Bahi, Brazil, said to be the first one to be built in Brazil.

Foster Wheeler Ltd. will carry out most of the engineering services in their Glasgow office. Process equipment and materials, largely of alloy construction, will be purchased in the United Kingdom.

£35,000 order from Germany

An order has been received by Metalectric Furnaces Ltd., Droitwich, to supply Dingler Karc & Cie, GmbH, West Germany, with a 350-kW Nineline 450-Hz melting installation, valued at over £35,000.

Order from Kenya

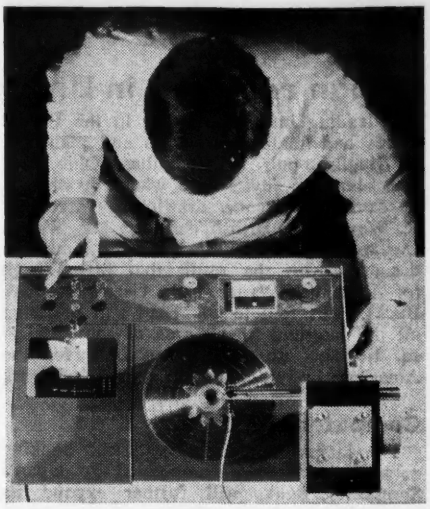
Unga Ltd., Nairobi, have ordered equipment to the value of £112,000 from the Milling Division of Henry Simon Ltd., Stockport, who will be responsible for the design, supply, installation and commissioning of the plant modernisation for a mill at Eldoret, 7,000 ft. above sea-level, on the edge of the Rift Valley.

Computer systems for Australia

The Institute of Technology in Rockhampton, Queensland, has ordered an ICL 1901A computer to train students in programming and systems design and to undertake problem solving and research work in the departments of engineering, mathematics, science and business studies. The machine will also be used for administrative purposes.

The 1901A, to be intalled later this year, is the 14th ICL computer to be ordered by technical institutes in all Australian mainland states.

Another customer, Broken Hill Associated Smelters Pty. Ltd., has taken delivery of a 1901A system at Port Pirie, 140 miles north of Adelaide.



A Talyrond instrument, part of a USSR order for £74,536 worth of Rank Precision Industries' equipment, measures the roundness of a gear in millionths of an inch at the firm's Leicester testing laboratory. The contract, placed by Stancoimport, the USSR import organisation, includes Talysurf instruments that measure surface roughness—also in millionths of an inch. All the instruments have control panels marked in Russian with international symbols and give results in micro inches or micro metres. They are used in the automobile, bearing and machine tools industries to ensure precise quality control. Delivery is to be completed within the next two months.

Pipelaying system in Spain

A team from Leeds-based Yates Badger Pipelines has started work in Spain, where two major farming companies are undertaking an evalation of the British-engineered Badger system of trenchless pipelaying for the drainage of extensive areas of reclaimed land.

The team will work for 30 days at Los Lomas, near Seville, and then move on to another 30-day pilot contract at Hato Rato, near Cadiz.

The company also expects to play a part in the Ebro Delta scheme, which involves the drainage of 52,000 acres of land at a total estimated cost of £20 million.

Yates Badger has successfully completed land drainage and irrigation projects in Portugal and Sardinia.

Amphibious units for Pakistan

Hovertrailers International Ltd., Southampton, have received an order for two amphibious 10-ton diesel-powered hovertrailers to be used on the Tubewell Project of the East Pakistan Agricultural Development Corporation. Total value of the order, including spares, is over £19,000.

Repeat £10,000 order

Birch-Stolec Ltd., Hastings, announce that, following the £10,000 order placed with them by Megatron KG of Munich in May for miniature thumbwheel switches, a repeat order to the same value has been received from this West German sales and engineering company.

(*continued on next page*)

Design contracts in United States

A leading interior designer in the United States had finalised drawings and plans for an English pub in Columbus, Ohio, and was about to invite bids when, by chance, he came across some drawings by Mr. Alex R. Waugh, the British designer. Mr. Waugh was asked to fly out to meet the American designer—with the result that Mr. Waugh (of Alexander Waugh Ltd., Gerrards Cross, Bucks.) was told to go ahead and re-design all the interiors for an area of some 15,000 sq. ft. This was quite a gesture, for the American had to abandon months of work spent on his own design ideas—and all because he considered that Mr. Waugh's work was more imaginative and authentic.

Mr. Waugh prepared plans, which were accepted without query, and the British company is now prefabricating interiors for delivery in time for the opening of the pub scheduled for February next year. The overall contract is for $1.7 million.

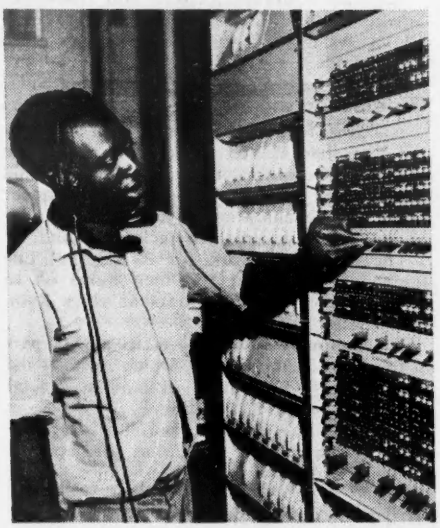
Other projects being handled by the British company include one for the Sheraton Hotel, Philadelphia—components for this project will be shipped shortly.

Computers for Japan

The largest on-line computerised banking network in the world, operated by Japan's Sumitomo Bank, will further expand its capacity with the installation of four NCR Century 300 computers during the next 14 months. The order, placed by Sumitomo with NCR for the new computers and related on-line equipment, totals $9.4 million.

Equipment installed in Romania

Flower Faraday Ltd., Wimborne, Dorset, recently installed in Romania, for Industria Laptelui of Brasov, equipment for making cheddar cheese by a technique pioneered in England—40-lb. blocks of cheese are pressed under vacuum in order to obtain a smooth-textured cheese of standard size, which is demanded by the retail trade for easy cutting into consumer-size portions. After pressing, the blocks of cheese are sealed by a heat-sealing press using a wax-coated film in place of traditional rind.



GEC-AEI Telecommunications Ltd. of Coventry has received more than £250,000 worth of orders from Zambia for carrier-multiplex, open-wire carrier, and voice-frequency telegraph equipment. The carrier-multiplex equipment will expand the number of telephone circuits on the GEC 400 km. (250-mile) microwave-radio link which carries trunk telephone traffic and TV programmes between Kitwe and Lusaka the Zambian capital. Picture shows supervisory equipment installed at Kitwe for the microwave-radio link. GEC transmission equipment has been supplied to 75 different countries and is now installed in every continent in the world. The equipment for these latest orders will be made in the company's factories in Coventry.

Design programme sold

A chemical plant design simulation programme developed by ICI and widely used throughout the company has been purchased by AKZO, the Dutch chemical company. Designated 'Flowpack', the computer programme, which was developed at ICI's Central Instrument Research Laboratory at Runcorn Heath, Cheshire, provides a comprehensive, general-purpose programme for steady-state design and simulation studies of complete chemical processes. This type of programme enables engineers to carry out optimisation studies which can result in substantial improvements in the profitability of new and existing processes.

Furnace for Portugal

Eurofer (Fabrica Europeia De Ferro Maleavel, Sarl) of Portugal, have awarded Birlec Ltd. an £85,000 contract for heat treatment plant for their new foundry being built at Oporto. The contract covers the design and manufacture of a continuous electrically heated furnace for annealing ferritic malleable iron casting. Sections of the plant will be built in Portugal to Birlec design, with Birlec manufacturing the remainder in the works at Aldridge, Wallsall.

Incorporated in the installation will be mechanised charge handling equipment for efficient operation of the plant with the minimum of labour and supervision.

Initial order from new agency

The appointment of an agent in Canada has been announced by the Volumatic Company, Coventry, for its range of point-of-purchase and display products. Laurentian Agencies Ltd., Quebec, a subsidiary of the National Drug & Chemical Co. of Canada Ltd., has been given an agency for the company's transparent plastic, sphere-shaped retail sales bin.

An initial order for 600 units has been placed following the agency appointment and inquiries are in hand for a further 2,500 units.

This latest agreement means that the Volumatic Company now has agents in Holland, France and Canada, with a licensing agreement for the product in West Germany.

Surgeons' gloves to USSR

London Rubber Industries Ltd., who participated in the Department of Trade and Industry's joint venture display, Surgery 71, at the Park of Economic Achievements of the USSR, Moscow, have obtained an order from Medexport, the Russian trading corporation, for 1.5 million pairs of surgeons' gloves.

So far this year the company have sold 2.5 million pairs (including this latest order) of surgeons' gloves to the Soviet Union.

£100,000 Spanish orders

Orders valued at £100,000 for two drying plants for the latex coating and foaming of tufted carpets have been received from Spain by Singer-Cobble Ltd., Blackburn, Lancs. The orders were won against local competition, overcoming a 37 per cent tariff barrier.

The company has now received six overseas orders, totalling £350,000, this year for its newly developed modular dryer.

In a bid to double export sales of its canned mushrooms Country Kitchen Foods Ltd.—a member of The Neville Group Ltd., of Birmingham—is entering new overseas markets. British-grown mushrooms will be going on sale soon in Germany and Austria under the 'Country Kitchen' brand. Picture shows, in the cannery at Churchill, Somerset, loading of fresh cut mushrooms on to the conveyor line prior to inspection and washing.

Aviation equipment ordered

Dowty Rotol Ltd. has received an order worth more than £1 million for aviation equipment for the export version of the Hawker Siddeley Harrier V/STOL strike aircraft being supplied to the United States for service with the United States Marine Corps. The equipment, which includes the complete landing gear and a range of hydraulic, flight control and fuel systems components, will be manufactured at the company's Staverton, Glos., factory, the largest in the Dowty Group.

'This brings our total of export orders recently received to more than £3.25 million,' states Mr. Warwick N. Squire, the company's managing director.

Overseas aid for exporters

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*, and last appeared on June 30.

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1969-70 was £2,696 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. L. A. Link, 42-46 Weston Street, SE1 3QN Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, Scottish Provident Buildings, 7 Donegall Square West, Belfast, BT1 6JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham B15 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire (including Wigan and Warrington) and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire (excluding Wigan and Warrington) and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-CEN 8861) Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrain, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

UNIFORM BENELUX LAW ON TRADE MARKS; NEED TO REGISTER OR RE-REGISTER TRADE MARKS: The rights to a trade mark acquired either by use or by registration in Belgium, the Netherlands or Luxembourg prior to January 1, 1971, will terminate if a Benelux application for the registration of the trade mark is not filed within one year of that date. This is the effect of Article 30 of the Uniform Benelux Trade Mark Law that came into effect in Belgium, the Netherlands and Luxembourg on January 1, 1971: this Law also provides that except in the case of bad faith the first applicant will be entitled to register a trade mark and the mere use of a mark will no longer confer any proprietary rights.

Proprietors of existing registered marks in Belgium, the Netherlands or Luxembourg and persons who are using unregistered trade marks in any of those countries, are strongly recommended to file Benelux applications under the Uniform Law by December 31, 1971. Failure to do so could lead to registration and use by competitors. There is also a danger that unscrupulous persons might take advantage of the provisions of this Law and register well-known trade marks with the idea of selling the registrations to the actual users.

An English translation of the Uniform Benelux Law on Trade Marks may be seen in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

The present address of the Benelux Trade Marks Office is Bankastraat 149-151, The Hague.

ROMANIA AND SPAIN: A Long Term Trade, Transport and Technical Co-operation Agreement between Romania and Spain covering the years 1971-5 was signed in Madrid on March 5, 1971. Included in the text of the Agreement is a decision to switch payment between the two countries from a clearing system to a normal payments system. Trade between the two countries continues to be at a comparatively modest level.

A copy of the Agreement and the Protocol giving the 1971 quotas (in French) may be seen by British exporters on application.

EDB Ext. 466, 467, 482

ECGD GUARANTEES CREDIT FOR SULPHATE PULP MILL FOR NEW ZEALAND: The Export Credits Guarantee Department has guaranteed a £1.7 million line of credit being made available to Tasman Pulp and Paper Co. Ltd. for the purchase from British manufacturers of capital equipment and machinery required for a sulphate pulp mill being built at Kawerau, on the north island of New Zealand.

The credit has been negotiated by Lazard Brothers and Co. Ltd. acting on behalf of a syndicate of London and Scottish banks comprising Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Coutts and Co., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd. and Williams and Glyn's Bank Ltd.

Finance under the credit will be available for 85 per cent of the UK element of an individual contract, of a minimum value of £25,000. The balance, of 15 per cent, will be payable from the buyer's own resources and should include a down-payment of at least 5 per cent on signature of contract. Contracts to be financed under the credit must be placed before September 30, 1972.

Terms of repayment of the loan will be over a period of two to five years depending on the value of individual contracts.

Access to the credit will be confined to ECGD Comprehensive policyholders unless the contracts would normally qualify for Specific cover.

HINTS TO BUSINESS MEN BOOKLETS: Revised editions of the booklets on Hungary, Czechoslovakia, and Bahamas have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room CO7, Export House, 50 Ludgate Hill, London, EC4M 7HU, telephone: 01-248 5757, extension 7146, or to any Regional Office of the Department of Trade and Industry.

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TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations may be seen on application.

Fish

Regulation (CEE) No. 1821/71 extends the period of validity of the system for imports into the EEC of certain fish products originating in Morocco (*Journal Officiel* No. L189 dated August 21, 1971).

Regulation (CEE) No. 1822/71 extends the period of validity of the system for imports into the EEC of certain fish products originating in Tunisia. (*Journal Officiel* No. L189 dated August 21, 1971).

Sugar—Correction

The *Journal Officiel* No. L 193 dated August 27, 1971, contains a correction to the text of Regulation (CEE) No. 1344/71 which relates to certain measures to be taken in the sugar sector following the devaluation of the French franc.

EDB Ext. 7174/408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated July 22, 1971 (page 151) contained a notice about a number of EEC Regulations and Decisions to implement the UNCTAD Generalised Preferences System. The *Journal Officiel des Communautés Européennes* No. L194 dated August 28, 1971, contains a correction to Regulation (CEE) No. 1314/71 which establishes for certain products in Chapters 1 to 24 of the Common Customs Tariff of the European Communities a system of generalised preferences in favour of developing countries. The French texts of this Regulation and the correction to it may be seen on application.

EDB Ext. 7174/408

EEC/TURKEY AGREEMENT: *Trade and Industry* dated June 30, 1971, contains a notice about Regulation (CEE) No. 1232/71 concluding an interim agreement to cover trade between the EEC and Turkey until the entry into force of the Additional Protocol which will cover the timing and implementation of the transitional stage of the EEC/Turkey Agreement. Regulation (CEE) No. 1232/71 entered into force on September 1, 1971, and the *Journal Officiel des Communautés Européennes* No. L192 dated August 26, 1971, contains a notice to this effect together with the texts of the following Regulations:

Regulation (CEE) No. 1839/71 sets up a Community tariff quota for certain petroleum products falling within Chapter 27 of the European Communities Common Customs Tariff refined in Turkey.

Regulation (CEE) No. 1840/71 sets up a Community tariff quota for cotton yarn, not put up for retail sale (C.C.T. No. 55.05) and other woven fabrics of cotton (C.C.T. No. 55.09) coming from Turkey.

Regulation (CEE) No. 1841/71 partially or totally suspends the import duty on certain agricultural products originating in Turkey.

Regulation (CEE) No. 1842/71 relates to the safeguard measures provided for in the Additional Protocol to the Association Agreement between the EEC and Turkey and in the interim agreement referred to above.

The French texts of the above Regulations may be seen on application.

EDB Ext. 7174/408

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L190 dated August 24, 1971, contains the text of Decision 71/309/CEE authorising France to exclude from Community treatment radio-broadcasting receivers, whether or not combined with a sound recorder or reproducer, falling within heading 85.15 A ex III of the EEC Common Customs Tariff, originating in Hong Kong and in free circulation in other Member States. The French text of this Decision may be seen on application.

EDB Ext. 7174/408

Spain

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of August 24, announced the following modifications to the Spanish customs tariff:

Tariff heading	Description	Transitory duty per cent
29.11-A.1.a	Methanal and trioxymethylene	28
29.11-A.1.b	Paraformaldehyde	4.5
29.11-A.2.a	Acetaldehyde and paraldehyde	24
29.11-A.2.b	Metaldehyde	10 from January 1, 1972
29.11-A.3	Benzaldehyde	13
29.11-A.4	Other	4.5
29.30-A	Isocyanates	16.5
84.11-D	Motor pumps and motor compressors:	
84.11-D.1	Turbo-pumps and turbo-compressors	16
84.11-D.2	Airsealed compressors for frigorigeneous fluids, 1 to 10 h.p. power	6
84.11-D.3	Other	27
84.17-L	Parts and spare parts:	
84.17-L.1	Metallic plates, stamped only, for heat interchangers (pasteurising, sterilising, evaporating and cooling apparatus)	5
84.17-L.2	Other	21

EDB Ext. 462, 471, 472, 473

IMPORT QUOTA—PAPER-MAKING MATERIAL: The Spanish *State Gazette* of August 24 announced the following import quotas allowed in with a customs duty of 3 per cent valid until December 31, 1971.

Tariff heading	Description	Quota in tons
47.01-A	Mechanical pulp	6,000
47.01-B.1.a	Unbleached sulphate chemical pulp	15,000
47.01-B.2.a	Unbleached bisulphate, chemical pulp	5,000
47.01-B.1.b, 47.01-B.2.b	Chemical pulp, other than unbleached	115,000
47.02	Waste paper and paperboard; scrap articles of paper of paperboard, fit only for use in paper-making	40,000

EDB Ext. 462, 471, 472, 473

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SPAIN
continued

CUSTOMS TARIFF CHANGES: The Spanish *State Gazette* of August 24 announced changes in the Special Capital Goods Concessions Annex to the Customs Tariff and the incorporation into the Customs Tariff itself of lower duties ranging from 5 per cent to 15 per cent (mostly at a rate of 5 per cent or 13 per cent) of items from the following tariff sub-headings:

Ex 84.31-D.1.a; Ex 84.31-D.2.a & b; Ex 84.32-A to M; Ex 84.33-A.1; Ex 84.33-A.3; Ex 84.33-C, D, F, G, I, J, & K; Ex 84.34-A; Ex 84.34-B; Ex 84.34-C.2.a & b; Ex 84.34-D, F & G; Ex 84.35-B.1.c; Ex 84.35-B.2.a; Ex 84.35-B.3; Ex 84.35-C.1; Ex 84.35-C.3.a & b; Ex 84.35-D, E, F; Ex 87.02-B.2.a, b, c; and Ex 87.03-B.1. Ex 87.03-B.2. Fire escapes with ladders of 25 metres or more: other (now 25 per cent).

EDB Ext. 462, 471, 472, 473

France

IMPORTS OF GOODS FROM BRITAIN UNDER NEGOTIATED QUOTAS: The French *Journal Officiel* of August 26 announced the opening of the quotas for the import of British goods into France for the second half of 1971. Details are as follows:

I—Quotas for which import licences will be examined as and when received.

Applications for import licences for the following products, on form AC and accompanied by a pro-form invoice, should be made to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris 9e from September 1 when they will be examined as and when they are received:

Quota No.	Tariff No.	Description
4	Ex. 06.02	Hothouse and greenhouse plants
5	06.03	Cut flowers
7	Ex. 16.04, 20.01 ex. 20.02, ex. 20.06, ex. 21.07	Products of the food industry
21	38.14 BI a	Oil additives
37	85.15 CII and ex IV	Assemblies containing crystal diodes, triodes and other crystal valves including transistors, constituting components of radio-electric apparatus
43	89.01 BI	Light boats
	Various	Replacement parts for light boats
53	Various	Miscellaneous*

* Credits allocated to this quota are reserved for restricted goods not covered elsewhere in the Agreement nor falling within global quotas.

II—Quotas to be administered in Britain

Applications for import licences for the following products may be submitted to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris 9e as from September 1, when they will be examined as and when they are received.

Import licence applications must bear in block letters the words 'Importation de Grande Bretagne, Poste No. ' and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are given below.

Quota No.	Tariff No.	Description and name of authority
14	Ex. 20.04, ex. 20.05, ex. 20.06	Mincemeat and lemon curd—Food Manufacturers' Federation
15	Ex. 20.05	Jams—Food Manufacturers' Federation
15 bis	Ex. 20.05	Marmalade made from citrus fruit or ginger—Food Manufacturers' Federation
16	20.07A, ex. B	Fruit juices—Food Manufacturers' Federation
17	Ex. 21.07	Fruit and other essences—Department of Trade and Industry, Commercial Relations and Exports Department
18	22.09C, ex. I	Rum—Rum Importers' Association of Great Britain

The methods of application for import licences for these products were laid down in a general notice to importers published in the *Journal Officiel* of January 26, 1963, page 923.

The attention of exporters is drawn to the regulations for the import of goods under bilateral quotas published in *Trade and Industry* of February 24, 1971, page 420.

EDB Ext. 423, 408, 288

FRENCH VIth PLAN: The French VIth Plan (1971-1975) approved by Law no 71-567 of July 15, 1971, has now been published in one volume by the Direction des Journaux Officiels, 26 rue Desaix, Paris, 15e (price 12 Francs). The first part of the volume contains the General Report setting out the objectives and priorities relating to economic development, employment, education, cultural and scientific development. the environment, social development and welfare, regional planning and development and Overseas Department and Territories. The second part is composed of annexes which are detailed action programmes for specific sections. It is subdivided into four sections. The first section deals with export promotion, prices, employment, economic and social information, co-operation with developing countries, the financing of public works and finalised programmes, local finance, State revenue, savings and investments. The second section covers agriculture, fishing, energy, industry, commerce, tourism, transport and communications. The third section concerns education, research, cultural development, sport, environment, water, urban and rural development, housing and welfare. The fourth section covers programmes for the Overseas Departments and Territories.

CRE3 Ext. 3310

EXCHANGE CONTROL REGULATIONS: The following Amendment should be made to the notice in *Trade and Industry* of September 2, 1971 (page 453). In addition to the requirement that all payments for imports of a value of Francs 5,000 or more (previously Francs 10,000 or more) must be effected through accredited agents, the new regulations published in the French *Journal Officiel* of August 21 require that such payments (other than for capital goods) must be effected not more than three months from the date of French customs clearance. As a transitory measure, payments still owing for imports made two months or more ago must be settled within one month from August 21.

Payments for capital goods should be made according to the terms of the contract, but the last payment must be effected not more than two years after customs clearance of the goods, unless otherwise authorised by the Customs authorities.

EDB Ext. 423, 408, 288

MODIFICATIONS TO CUSTOMS TARIFF: In accordance with EEC Regulation No 1578/71 the French *Journal Officiel* of August 13 published the following changes to descriptions of certain tariff sub-headings, with effect from August 16:

Tariff No.	Description of goods
04.02 A. II	Milk and cream, in powder or granulated form:
	a in immediate containers of a net capacity of 2.5 kg. or less and a fat content (by weight) of:
	1 to 4 no change
04.02 B. I	b Other than special milk for infants:
	1. in immediate containers of a net capacity of 2.5 kg. or less and a fat content (by weight) of:
	aa to cc no change
04.03	Butter:
	A. Of a fat content (by weight) of 85% or less

EDB Ext. 423/408/288

Irish Republic

PROPOSED ADDED VALUE TAX: It was reported in the April 28, 1971 issue of *Trade and Industry* that the Irish Republic proposed to introduce an added value tax scheme on January 1, 1972 to replace the existing turnover and wholesale taxes. It has now been announced that the introduction of the scheme has been postponed and the changeover to the new tax is expected to take place on March 1, 1972.

CRE Ext. 2270

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Italy

CUSTOMS LEGISLATION: A supplement to the Italian *Gazzetta Ufficiale* sets out new customs legislation effective from July 1. Sections of particular interest to exporters cover:

(1) Powers of the Customs Organisation (Articles 18 and 19)
(2) Customs forwarding agents and other representatives (Articles 20-34)
(3) Temporary exportation and importation (Articles 35-49)
(4) Authorised enterprises (Articles 50-52)
(5) Recognition of certificates issued by foreign authorities (Article 70)
(6) Cases in which return abroad or destruction of imported goods and relief or repayment of customs duties assessed at importation is permitted (Articles 72-76)
(7) Customs disputes (Articles 107-124)
(8) Transitory provisions regarding customs agents, customs attorneys, abandoned goods and customs disputes (Articles 125-128).

The full Italian text and a translation of the above mentioned sections are available.

EDB Ext. 466, 467, 482

Yugoslavia

REDUCTION OF IMPORT DUTY FOR CERTAIN EQUIPMENT: It has been announced in the Yugoslav *Official Gazette* that the import duty for specific equipment for the textile industry has been reduced to 10 per cent with effect from June 4, 1971. The following tariff numbers are affected:

84.16/1	84.36/8	84.37/10	84.59/2m
84.19/2	84.36/9	84.37/11	84.05/5
84.19/8	84.37/1	84.37/12	90.16/5
84.19/9	84.37/2	84.38/1	90.27/3
84.34/2	84.37/3	84.39	
84.36/2	84.37/5	84.40/1	
84.36/3	84.37/6	84.41/5	
84.36/4	84.37/7	84.41/6	
84.36/5	84.37/8	84.41/9	
84.36/6	84.37/9	84.41/10	
84.36/7			

It has been announced in the Yugoslav *Official Gazette* that the rate of import duty on specific equipment for the roller-bearing industry has been reduced to 10 per cent with effect from August 6, 1971. The tariff numbers affected are:

84.21/1	84.45/2a-5	85.01/1b-1	90.16/6
84.45/1a	84.45/2c-4	85.11/1a	90.22/1
84.45/1b-1	84.45/2d	85.11/1b	90.28
84.45/1b-2	84.45/2m	90.12/2	
84.45/2a-4	84.59/m	90.16/4	

EDB Ext. 420, 475

Finland

EXEMPTIONS FROM EQUALISATION TAX: The Finnish authorities have published a list of goods that are exempted from equalisation tax provided that they are not industrially manufactured in Finland. The exemptions came into force on July 19, 1971 and include items from the following Brussels Nomenclature numbers:

15.07	28.38	29.02	29.38	35.05	68.04	76.01	84.06
15.10	28.39	29.04	29.44	38.03	69.02	76.02	84.15
15.11	28.40	29.06	31.04	38.14	69.03	76.03	84.44
27.13	28.42	29.08	32.01	39.19	73.05	80.01	85.21
28.03	28.46	29.13	32.03	39.01	73.09	80.02	85.24
28.18	28.47	29.14	32.04	39.02	73.12	81.01	92.09
28.20	28.48	29.15	32.05	40.11	73.13	81.02	92.10
28.21	28.50	29.16	32.06	51.01	73.15	81.04	
28.27	28.54	29.24	32.07	56.01	75.02	82.05	
28.36	29.01	29.25	32.08	56.02	75.03	82.07	

EDB Ext. 458/459

Algeria, Morocco and Tunisia

French is the foreign language most widely used in business and official circles in Algeria, Morocco and Tunisia. It is therefore essential that any literature or correspondence for firms in these countries should be in French. Similarly weights and measures should be quoted in metric and prices in local currency.

Lebanon

REGULATIONS CONCERNING THE PRICING OF PHARMACEUTICALS: According to the Lebanese Minister of Health's decision (Arrete No. 361/1 of July 31, 1971), published in the *Official Gazette* No. 62 of August 5, new measures concerning the pricing of imported and locally manufactured pharmaceuticals will be introduced with effect from September 5. The prices of imported medicines are to be fixed on the basis of either the cost price or the sale price to the public in the country of origin. In the event of discrepancy between the two prices the lower price will be adopted. The new regulations are aimed at reducing retail prices by 15 to 30 per cent.

EDB Ext. 420, 475

Israel

TARIFF AMENDMENTS: The Israeli authorities announce the following amendments to tariffs:

Tariff No.	Description	Rate of Duty	Unit
29.01.1010	The rate of duty of IL 0.25 is superseded by	IL 0.20	kg.
37.02	Section 1000 is superseded by		
1000	of a width of 35 mm. or more if used for the production of commercial show films approved by the Competent Authority in accordance with the Encouragement of Israeli Films Law, 1954, in studios recognised by the Director, excluding those falling under Section 1100	IL 0.60	kg.
	To be inserted after Section 4000		
5000	of a width of 16 mm. excluding those falling under Section 4000		
5010	Coloured	10%	
5090	Other	15%	
39.01	After subsection 3560 insert		
3570	Films made of polycarbonate or polyethylene threfthalate, of a width not exceeding 40 mm., metal coated, with uncoated edge on one side	10%	
60.03	After Section 1000 insert		
1100	Medical stockings with open toes	10%	
68.15	This Item is superseded by		
68.15	Worked mica or articles of mica, including bonded mica splittings on a support of paper or fabric (such as Micanite or Micafolium)	35%	
73.03	This Item is superseded by		
73.03	Waste and scrap metal of iron and steel (G.A.T.T.)	Exempt	
73.10	To be inserted after subsection 2020		
2030	Bars and rods, including rolled wire, with bulges and hollows (such as projections, ridges, grooves or pits) whether or not it has undergone a twisting process	IL 0.05 + 30%	kg.
76.12	This Item is superseded by		
76.12	Stranded wire, cables, cordage, ropes, plaited band and the like, of aluminium wire, excluding insulated wires and cables	3%	
78.04	This Item is superseded by		
78.04	Lead foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing material) of a weight (excluding the reinforcing material) not exceeding 1,700 gr. per sq. m.; lead powders or flakes	Exempt	
79.01	This Item is superseded by		
79.01	Unwrought zinc; zinc waste and scrap (G.A.T.T.)	Exempt	
80.06.9991	Paragraph 9991 is repealed		
84.59	Section 2500 is superseded by		
2500	Mechanical or hydraulic shock absorbers	Exempt	
84.65	The following to be inserted after Section 3000		
4000	Mechanical or hydraulic shock absorbers	Exempt	
85.19	Section 3000 is superseded by		
3000	Resistors, fixed or variable	10%	
90.25	Sections 2000 and 3000 are superseded by		
2000	Refractometers for use by hand or immersion	40%	
5000	This Section is repealed		
92.01	Section 2000 is superseded by		
2000	Pianos		
2010	Dismantled or unassembled other than those including a box	10%	
2090	Other	IL 200.00 + 20% each but not less than IL 600.00 each	
92.12	After paragraph 2014, insert the following		
2015	Of a width exceeding 30 mm. but not exceeding 51 mm. not specified in paragraph 2011	IL 0.90 + 29%	100 m.

EDB Ext. 420, 475

ISRAEL
continued

PURCHASE TAX: The Israeli authorities have issued amendments affecting the following items:

Yarn and thread, synthetic, continuous
Fabrics with a 1/1 joint of synthetic monofilament
Photographic sensitised articles, unexposed or exposed but not developed, in reels 16 mm wide, not of paper, paperboard or cloth
Films (2 in. or 51 mm. wide) for recording pictures for television, if used for public address broadcasts
Aluminium cans for preserves
Pianos
Medical stockings
Plastic film (ex BN 39.01)
Cameras for upright pictures for film of size 9 × 12, other than for copying documents
Household mirrors
Steam boilers for central heating or hot water supply.

Inquiries from British exporters should specify the item(s) in which they are interested.

EDB Ext. 420, 475

Libya

NEW CURRENCY: The unit of currency in Libya was changed from the Libyan pound to the Libyan dinar with effect from September 1. The dinar is divided into 1,000 dirhams. The exchange rate remains unchanged.

All financial transactions must now be expressed in terms of dinars and dirhams.

CRE Ext. 2357

Ceylon

CURFEW: It was announced on page 455 of *Trade and Industry* dated September 2, that the curfew had been reintroduced from 9 p.m. to 5 a.m. in the Anuradhapura, Polonnaruwa, Puttalam and Vavuniya Districts in North Central, North-Western and Northern Provinces of the Island.

The curfew has now been relaxed in the above areas, but the 11 p.m. to 4 a.m. curfew in the Western Province, including Colombo and its immediate environs, continues.

CRE Ext. 2278

Mauritius

IMPORT CONTROL: The Department of Trade and Industry has received copies of Mauritius Government Notices Nos. 53 and 61 of 1971. The effect of these notices is to make it necessary for importers of the following goods to obtain an import licence to import them into Mauritius from, inter alia, the United Kingdom. The goods are: Wire single strand, of iron or steel (not galvanised) having a thickness of 0·198 inch (or 5·03 millimetres) or more: and Milled and unmilled maize.

EDB Ext. 471/2/3

Republic of Korea

WOOL IMPORTS: The Korean Ministry of Agriculture and Forestry who have recently banned the import of all wool from certain areas including Europe have now permitted import of scoured wool into Korea without restrictions as regards the country of origin.

EDB Ext. 420, 475

JOINT VENTURES IN THE MOTOR INDUSTRY: It has been announced that the Korean Ministry of Commerce and Industry has decided to allow foreign motor vehicles manufacturers to produce motor vehicles in joint venture with local firms for export as part of its endeavour to develop the domestic automobile industry into an export industry.

Joint venture firms will be required to use a fixed proportion of domestically produced parts in the manufacture of motor vehicles for export. Exporting firms will be allowed to import any necessary motor vehicle parts. Efforts will continue in the endeavour to build up the domestic Korean industry and the Korean Government hopes to place an import ban on finished motor vehicle engines in the latter half of 1972.

CRE Ext. 2252

IMPORT RESTRICTIONS: The Korean Ministry of Commerce and Industry have announced that import restrictions have been removed from a total of 17 items including certain organic and inorganic chemicals, some kinds of industrial rubber and leather articles, unprocessed wood, some kinds of paper and printed material and unprocessed textile materials.

EDB Ext. 420, 475

Brunei

IMPORT AND EXPORT CONTROL: The Brunei *Government Gazette* dated July 31, 1971, published the Customs (Prohibition and Restriction on Imports and Exports) (Amendment) Order 1971, which amends the Customs (Prohibition and Restriction on Imports and Exports) Order as follows:

(i) The Second Schedule to the Order which refers to Restricted Imports (ie goods requiring an import licence) is amended by the addition of:

Sugar
Salt
Converted Timber

(ii) The Fourth Schedule to the Order which refers to Restricted Exports (ie goods requiring an export licence) is amended by the addition of:

Cigarettes
Alcoholic liquors.

EDB Ext. 468, 401, 469

New Zealand

EMERGENCY PROTECTION AUTHORITY—EMBROIDERED BADGES: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of metallic thread embroidered badges, motiffs and emblems.

Details of the tariff item, under which the above mentioned goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
Ex. 58.10.00		16⅔% Aul 9%	28%	60%

The Emergency Protection Authority is required to report to the Minister by September 23, 1971.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency

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NEW ZEALAND
continued

Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division, Reference CRE 3065/71.

CRE Ext. 2321

TARIFF INQUIRY—NEW ZEALAND/AUSTRALIA FREE TRADE AGREEMENT—ELIMINATION OF MARGINS—FOOTWEAR AND PARTS OF FOOTWEAR: The New Zealand Tariff and Development Board gave notice of its intention to recommend, if no representations were received to the contrary, in respect of various goods, reduction of the rates of duty applicable to imports of Australian origin to the levels of the British Preferential Tariff. (Details of goods affected were given in *Trade and Industry* of June 16, 1971, page 598.)

An objection to such action has been lodged in respect of the goods listed in the Schedule to this Notice and the Tariff and Development Board will, in accordance with its normal procedures, conduct a public hearing in the Boardroom, First Floor, Law Society Building, 26 Waring Taylor Street, Wellington, on Thursday, November 11, 1971, commencing at 10.30 a.m.

The purpose of the hearing will be to hear evidence on the proposed action as it affects these goods. The Board will also consider evidence placed before it regarding any of the rates of duty applicable to these goods and import licensing as it affects them.

Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than October 29, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division.

Number	Description		Present rates of duty BP	Aul	MFN	GEN
64.03	Footwear with outer soles of wood or cork:					
64.03.03	Exceeding children's size 8½ but not exceeding size 1½		27½%	32½%	50%	70%
		Can	32½%			
64.03.04	or * per pair		20c	25c	35c	50c
		Can	25c			
64.03.05	Other sizes		27½%	37½%	52½%	70%
		Can	32½%			
64.03.09	or * per pair		30c	40c	60c	72c
		Can	36c			
64.05.00	Parts of footwear (including uppers, in-soles and screw-on heels) of any material except metal		27½%	37½%	55%	65%
		Can	32½%			

* Where alternative rates are shown the rate chargeable is that which returns the higher duty.

Reference CRE 26547 **CRE Ext. 2321**

Uruguay

AMENDMENTS TO IMPORT LIST: The *Diario Oficial* of August 5, 1971, announced the following additions and modifications to the Uruguayan Code of Merchandise for Imports:

Additions:

Sub group	Description	Surcharge	CIF price (average)
36.002	Accessories for electric fences	110%	US $5 per kilo
40.150	Parts and spares for accounting machines	110%	
40.151	Parts and spares for accounting machines using perforated cards	25%	
40.152	Parts and spares for accounting machines with electronic circuits for coupling perforators and machines for reading tapes or cards	25%	
40.153	Parts and spares of electronic accounting and calculating machines and equipment	25%	
40.154	Parts and spares for perforators, readers and feeders of cards, tapes and accounting cards for coupling on to electronic accounting machines and equipment	25%	
41.247	Spares and finished or unfinished parts which form part of the body of weighing machines	170%	US $7.60 per kilo
41.215	Parts of industrial sewing machines	25%	
41.322	Spares for asynchronous single-phase motors enclosed type, of 2 and 4 poles up to ½ h.p. inclusive	110%	US $1 per kilo
41.323	Spares for asynchronous three-phase motors, enclosed type with ventilation, of 2 4, 6 and 8 poles up to 5 h.p. inclusive	110%	US $1 per kilo
41.325	Spares for asynchronous three-phase motors, enclosed type, of 2, 4 and 6 poles up to 2 h.p. inclusive and 8 poles up to 1.5 h.p. inclusive	110%	US $1 per kilo
41.326	Spares for asynchronous motors from 1/40 h.p. up to 1/20 h.p. inclusive	110%	US $1 per kilo

Modifications to description and surcharge:

Having excluded accessories and spare parts the following should now read:

Sub group	Description	Surcharge	CIF price (average)
36.069	Electric fences	110%	US $5 per kilo
40.051	Accounting machines	110%	
40.052	Accounting machines using perforated cards	25%	
40.053	Accounting machines with electronic circuits for coupling perforators and machines for reading tapes or cards	25%	
40.061	Electronic accounting and calculating machines and equipment	25%	
40.107	Perforators, readers and feeders of cards, tapes and accounting cards for coupling on to electronic accounting machines and equipment	25%	
41.018	Weighing machines	170%	US $7.60 per kilo
41.138	Industrial sewing machines	25%	
41.204	Asynchronous single-phase motors, enclosed type, of 2 and 4 poles up to ½ h.p. inclusive	110%	US $1 per kilo
41.207	Asynchronous three-phase motors, enclosed type with ventilation, of 2, 4, 6 and 8 poles up to 5 h.p. inclusive	110%	US $1 per kilo
41.210	Asynchronous three-phase motors, enclosed type, of 2, 4 and 6 poles up to 2 h.p. inclusive and of 8 poles up to 1.5 h.p.	110%	US $1 per kilo
41.213	Asynchronous motors from 1/40 h.p. up to 1/20 h.p. inclusive	110%	US $1 per kilo

EDB Ext. 474, 476, 7312

Brazil

TARIFF AMENDMENTS: Decrees issued on August 5, 1971 alter the rate of duty on the following items in the Brazilian tariff:

Tariff No.	Description	Rate of duty *ad val* cif
28.17.01.01	Dilute sodium hydroxide	30%
28.17.01.02	Fused sodium hydroxide	15%
28.17.01.03	Flakes, including ground flakes of sodium hydroxide	20%
28.17.01.99	Other forms of sodium hydroxide	10%
28.38.31.00	Nickel sulphate	45%
39.01.04.02	Polyester terephthalate film, extruded and pre-tensioned in both directions, stabilized by temperature with thickness of 0.038 mm, 0.025 mm and 0.013 mm, for making magnetic tapes for recording or reproducing sound	15%
48.01.01.05	Dielectric paper for condensers, weighing between 20 grms per m^2 and 35 grms per m^2	25%
48.15.10.00	Dielectric paper for condensers weighing between 20 grms per m^2 and 35 grms per m^2	25%
84.25.01.01	Self propelled combine harvesters	25%
84.25.01.99	Other types of combine harvesters	25%
90.08.07.01	Apparatus for projecting simultaneously the same images in different directions on to two or more screens (+35 mm)	9%
90.08.07.99	Other cinematograph projecting equipment for silent or sound film of 35 mm or more	45%

EDB Exts. 474, 476, 7312

Argentina

AMENDMENTS TO IMPORT TARIFF: In the Argentinian *Official Gazette* of July 1, 1971, the rate of import duty was increased to 80 per cent *ad valorem* cif on some goods falling under the following Brussels Nomenclature headings:

84.01	84.33	84.52
84.09	84.34	84.55
84.10	84.36	84.57
84.11	84.37	84.59
84.15	84.38	84.60
84.18	84.42	85.05
84.19	84.45	85.26
84.22	84.46	90.14
84.23	84.47	90.17
84.30	84.51	90.20
84.32		

EDB Ext. 7312, 474, 476

Costa Rica

AGENCY LEGISLATION: Decree No. 4684 published on December 4, 1970, introduced legislation to protect agents against arbitrary termination of agency contracts by their principals. Under Article 3 the agent is entitled to compensation at a rate of two months gross profit for each year of the agency agreement up to a maximum of eight years, if his contract is ended for reasons beyond his control. Article 4 provides that the principal must buy back his unsold goods at cost price from his agent.

A copy of the unofficial translation of Decree 4684 is available.

EDB Ext. 477

Panama

POLYURETHANE FOAM QUOTA: A new quota of 20 per cent of the average imports for 1970 has been established by Panama for polyurethane foam. (See *Trade and Industry* of May 26, 1971).

EDB Ext. 474, 476 or 7312

Mexico

IMPORT DUTY AND TARIFF AMENDMENTS: A number of alterations have been made to the Mexican rates of import duty and also to the Tariff. The Tariff Numbers with the amendments are set out as follows:

Tariff No.	Description	Rate of duty Specific	+ *ad val*
57.04.A.001	Other vegetable textile fibres, raw or unprocessed but not spun; waste of such fibres (including pulled or garnetted rags or ropes)	Free	17%
58.07.A.001	Chenille, gimped yarn, and other passementerie work and ornamental trimmings	Free	30%
58.10.A.001	Deleted		
58.10.A.002	Upon silk fabric	Free	65%
58.10.A.003	When applied by means of little discs, even when they carry metallic threads or pearls	Free	65%
58.10.A.999	Others	Free	75%
59.02.A.002	Felts impregnated with asphalt, pitch or tar	Free	15%
59.02.A.999	Other	Free	75%
59.06.A.002	Ship's fenders and tackle	Free	43%
59.06.A.999	Other	Free	85%
59.08.A.005	Of nylon, with a width of up to 13 cm.; covered or impregnated with polythene	Free	15%
59.11.A.004	Of cotton or nylon, with a width of up to 13 cm.; covered or impregnated with oilskin on one or both sides	Free	15%
60.03.A.001	Knitted or crocheted, not elastic or rubberised	Free	35%
60.04.A.001	Knitted or crocheted, not elastic or rubberised	Free	35%
61.01.A.005	Judo suits	Free	21%
70.03.A.001	Rods, except those in 70.03.A.002 and 008	Free	7%
70.03.A.005	Capillary tubes, with outside diameter of up to 13 cm. and length of 125 cm. or less	Free	7%
70.03.A.009	Bars, with the transverse section of up to 7 mm. but not above 41 mm.	Free	7%
70.03.A.999	Others	Free	25%
70.17.A.033	Necks or bases of borosilicate even when they are partially ground; recognisable as being designed exclusively for the goods contained in this subpart	Free	15%
70.21.A.999	Others	Free	20%
71.07.A.017	Laminated plates with a side measurement of up to 1 mm. and a width of up to 1 mm. When imported by the Bank of Mexico	Free	10%
73.10.A.004	Solid, with grooved, flanges, flutings or reliefs of minor importance, resulting from rolling	Free	25%
73.10.A.999	Others	Free	25%
73.11.A.001	With a thickness of up to 3 mm.; with a width of up to 30 cm. and a length of up to 13 m.	Free	13%
73.15.A.002	Cold-rolled strip not tempered or perforated, 0.30 mm. or less in thickness, 17 cm. or less in width	Free	5%
73.15.A.004	Hoops, 33 cm. or less in width and not exceeding 1.15 cm. in thickness	Free	5%
73.18.A.999	Others	Free	37%
73.20.A.001	Blind flanges	Free	14%
73.20.A.002	Flanges, except those in 73.20.A.001	Free	24%
73.20.A.003	Sleeves or saddle clamps, without screws	Free	28%
73.20.A.004	With an inside diameter of over 5 cm. and length not more than 30 cm.; with hermetic sealing device, consisting of a spring and a rubber gasket, recognisable as being intended exclusively for irrigation	Free	5%
73.20.A.005	With an inside diameter of not more than 6.5 cm.; not galvanised nor covered in any other way, except those in 73.20.A.001 to 004 inclusive	Free	16%
73.20.A.006	With an inside diameter of not more than 6.5 cm.; galvanised or tinned, except those in 73.20.A.001 to 004 inclusive	Free	28%
73.20.A.007	With an inside diameter of over 6.5 cm.; except those in 73.20.A.001 to 004 inclusive	Free	36%
73.20.A.008	With an inside diameter of over 30 cm.; except those in 73.20.A.001 to 004 inclusive	Free	7%
73.20.A.009	Conical couplings of iron or steel of more than 2.5 and up to 3 cm. inside diameter, and more than 6 and up to 7 cm. outside diameter, for spinning frames	Free	10%
73.20.A.010	Conical couplings of iron or steel, with central perforation whose diameter is more than 3.8 and up to 5.2 cm. for spinning frames	Free	10%
73.20.A.011	Nozzles, except those of heading 73.20.A.004	Free	36%
73.20.A.012	Internally lined with resins and heat stabilised	Free	15%
73.20.A.999	Others	Free	100%
73.32.A.012	Expansion bolts	Free	36%
73.32.A.999	Others	Free	93%
73.32.B.011	Bolts, recognisable as being designed exclusively for the goods in 84.06.F.006 to 008	Free	15%
73.38.A.011	Automatic dispensers for towels and similar articles of paper	Free	25%
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United States

ECONOMIC MEASURES. The US Treasury has announced that merchandise exported to the US prior to August 16, 1971 when the 10 per cent import surcharge became effective, will be exempted. Examples are goods aboard ships on the high seas and goods tied-up by the dock strike at West Coast ports.

Goods in bonded warehouses or foreign trade zones within the US are also exempt, but only if withdrawn for consumption under a request properly filed on or before October 1, 1971.

TARIFF COMMISSION INVESTIGATION—POTTERY: *Trade and Industry* for June 21 gave notice of an investigation by the United States Tariff Commission into imports of certain fine grained earthenware, stoneware and non-bone chinaware.

The Commission have now amended the scope of the investigation to include articles of bone china and fine grained tableware provided for in items 533.31 to 533.41 and items 533.69 to 533.77 of the TSUS.

The public hearing in connection with this investigation has been rescheduled to commence November 30, 1971.

CRE 3365

Bolivia

BAN LIFTED ON RUNNING SPIKES: Bolivian Supreme Decree No. 09804 of July 9, 1971, has removed running spikes (Tariff Nos. 64.01.99 or 64.02 in the Bolivian Tariff) from the prohibited list.

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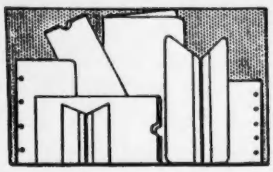

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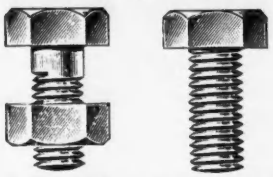

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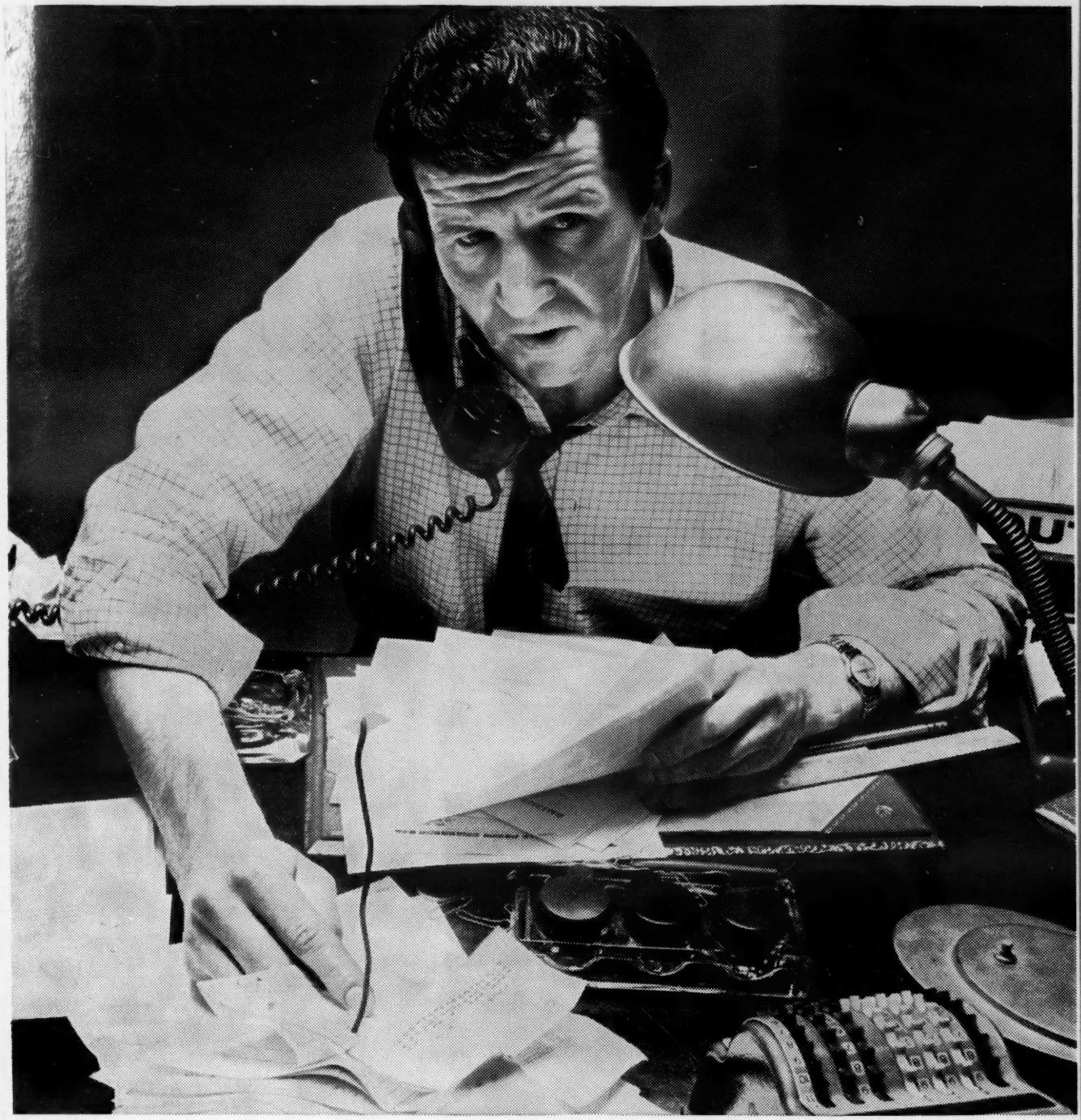

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